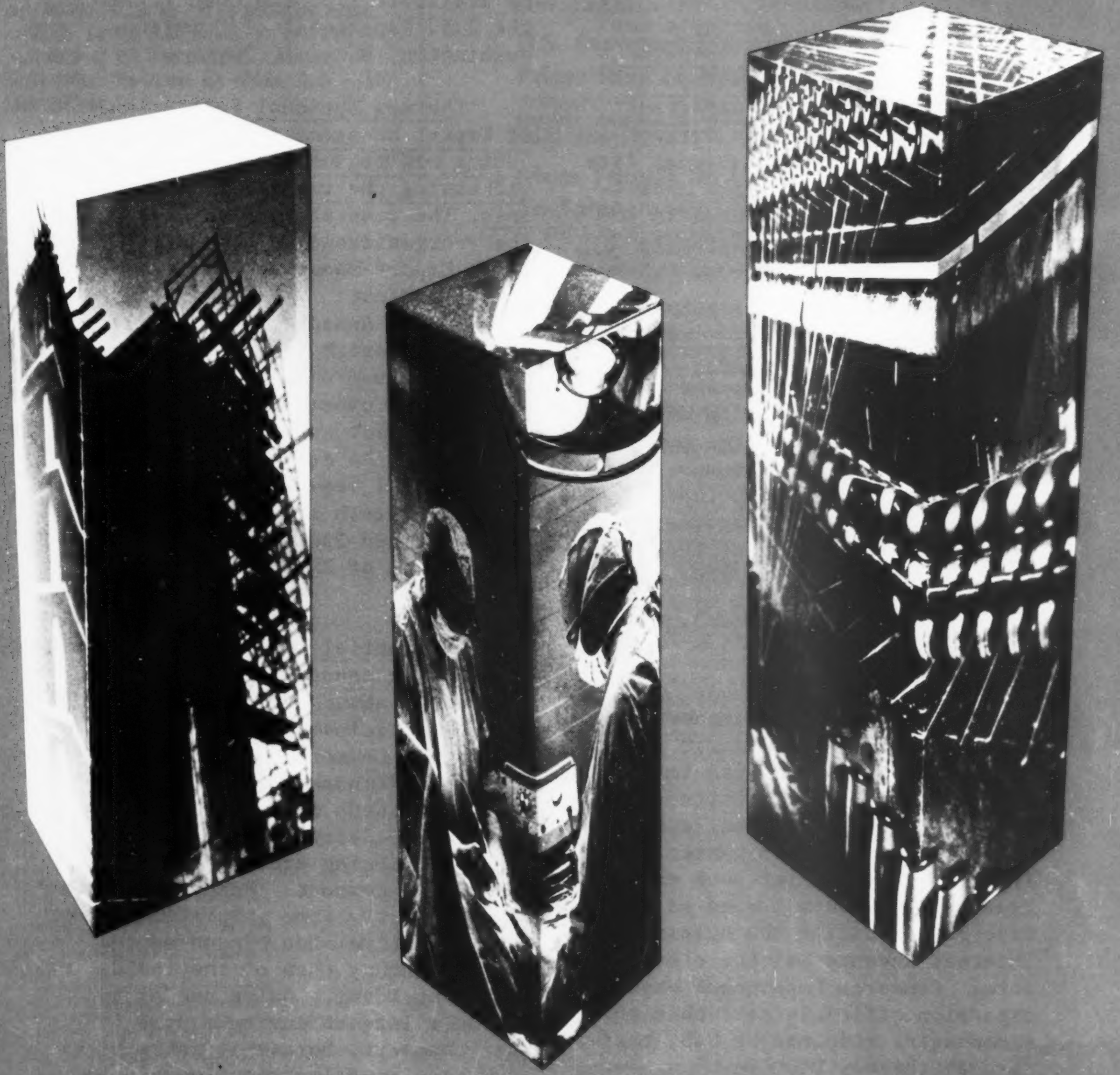
DEPARTMENT OF COMMERCE • UNITED STATES OF AMERICA •

Incorporating *International Commerce*

FEBRUARY 19, 1973

Commerce Today

Coming Developments in Business and Technology



Buoyant Economy Seen Throughout 73

Page 4

Newsmemo

Direct foreign investment in the United States, though growing, remains small in comparison with international investment in other major industrialized nations. The idea of adding U.S. production facilities to those already operating elsewhere has not yet caught on with multinational firms. That is why the Bank of America's new study, "Direct Foreign Investment in the United States"--aimed at foreign investors--is important now. Its points on the current advantages of a multinational firm acquiring a U.S. base are consistent with those being made in the Commerce Department program to attract foreign investors.

Senior citizens offer big consumer market potential. The segment of the U.S. population 65 and over has been growing at a rate much faster than the population as a whole, the Census Bureau notes. The 1970 census counted 20.1 million persons 65 and over--9.9 percent of the total. Between 1960 and 1970, when the overall population grew by 13 percent, the 65-and-over segment grew by 21 percent.

DISC has made an impact with U.S. traders. In its first year the new incentive program for exporters, the Domestic International Sales Corporation, enlisted 3,441 units under its banner. This is the number of such export trade corporations formed as of Dec. 31 and filing the necessary Internal Revenue Service election form. Commerce Department export expansion officials call this an encouraging response by U.S. business to the new DISC law.

Remedies for consumer complaints. Persons interested in improving consumer relations will get the latest information on two important consumer areas in new National Business Council for Consumer Affairs studies due to be released late this month. Copies of "Complaints and Remedies" and "Warranties and Guarantees" will be available from the Council, at the U.S. Department of Commerce, Washington, D.C., 20230.

The new National Federation of Export Management Companies is adding new regional groups and witnessing the renewal of older ones. The federation has announced the reorganization of the Combination Export Managers Association of Connecticut. Under the new name of The Association of New England Export Management Companies, the group will build on its nucleus of Connecticut members and aim to attract new members from throughout the New England states. The national federation recently added its ninth affiliate, the Seattle-based Pacific Northwest Association of Export Management Companies.

Substantial cost reductions in building construction, now estimated at about $70 billion yearly, are anticipated from investigations at Commerce's National Bureau of Standards which show that current methods of calculation may lead to overdesign of heating and air conditioning equipment by as much as 30 percent. Research has shown that the same insulation was more effective when placed on the outside rather than on the inside of the building. Using one of the nation's largest environmental test chambers, Bureau scientists have been studying the flow of heat into and out of a full size masonry building erected within the chamber.

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Vol. III, No. 10, February 19, 1973

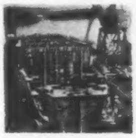
Commerce Today announces with deep regret the unexpected death of its editor, Dick Evans, on February 6 at his home in Centreville, Va., while this issue of the magazine was in preparation. Born in Knoxville, Tenn., Evans, 52, came to the Department of Commerce three years ago to assist in the establishment of the magazine and become its first editor. This followed a 27-year newspaper career on the Knoxville Journal which he left as managing editor in 1970. During that period, he also taught journalism at the University of Tennessee, his alma mater. He leaves his widow, Ruth, and four children.

2 Economic Highlights

Output per manhour, key element in prospects for economic growth and stability, rose sharply in 1972.

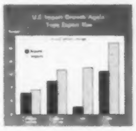
4 Most U.S. Industries Expected To Score Strong '73 Advances

Annual industrial outlook publication reports the stage is set for widespread gains by more than 80 percent of the nation's major industries.



8 U.S. Economy Spurt, Rise In Import Prices Fed '72 Trade Gap

Although the nation's trade balance deteriorated sharply, exports as well as imports grew at a more rapid rate than in 1971.



13 Mass Transit Unit Devising Solutions To Tomorrow's Crises

A $10 billion commitment is expected to keep U.S. urban traffic flowing while at the same time reducing pollution substantially.

18 Domestic Business Report

Automotive production record set—Two car families are in thing—Frederick B. Dent assumes post of Secretary of Commerce—Now everyone can understand economists—Americans and their jobs, careers, earnings—Jobs for Veterans committee activates programs.

26 Science & Technology Report

Ocean pollution may infect food source—Lead paint standard aims to protect children—Amendment to mattress flammability regulation seen necessary—Pilot plant produces industrial substance from shellfish—Scientists devise method to locate Gulf Stream, speed shipping—Coastal study to enable planners to cope with water pollution—Patents of special interest.

33 International Commerce Report

Global catalog network to aid U.S. sales—Report on textile equipment market in Turkey, Iran—Washington official trade briefs—Current economic situation in Denmark, Panama, Chile—Calendar for world traders—Trade, investment opportunities around the world.

COVER: *Buoyancy is the word for American industry during the coming year, according to the prediction of the 484-page 1973 edition of the "U.S. Industrial Outlook" just published. A story about the report which assesses growth prospects on an industry-by-industry basis begins on Page 4.*

U.S. DEPARTMENT
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ECONOMIC HIGHLIGHTS

Acceleration Of Business Expansion In 1972 Accompanied By Sharp Gain In Productivity

Economic Highlights is prepared by the Office of the Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The rate of productivity, a key element in the U.S. economy's prospects for growth and stability, advanced sharply again in 1972 following a healthy recovery in 1971. Total real output—the goods and services produced after adjustment for inflation—expanded by 7.6 percent last year although the number of man-hours logged rose only 2.9 percent. This was made possible by a gain of 4.7 percent in output per man-hour.

This gain in productivity also helped limit the rise in the labor cost of producing a unit of goods and services to 1.6 percent, far below the 7 percent-per-year rate of 1969-70. The increase in compensation per man-hour also moderated in 1972. However, productivity rather than the smaller wage increases accounted for most of the improvement in the unit labor cost figure.

Productivity in the private non-farm economy (the basis for the figures in this article) has averaged 2.7 percent increase per year over the past 25 years, mainly because of more intensive education and training of workers, increased use of machinery and other capital goods, and advances in technology.

In the short-run, productivity changes are closely related to the business cycle. During an economic slowdown, businesses tend to retain their basic work force, and there is a greater decline in production than in the number of workers. Then, early in the recovery phase, production can be stepped up substantially, even if the number of man-hours worked is increased only slightly. This cyclical gain in productivity becomes more difficult to attain, however, after firms once again reach the optimum output level. One reason for this is that firms may begin hiring new, inexperienced workers who are not as efficient as seasoned workers.

The recent pattern of productivity has been somewhat atypical in that the strongest productivity gains occurred after the economic recovery was well under way rather than at the start of the expansion phase. The current economic expansion itself was atypical: the economy grew only moderately in the early quarters and then accelerated in late 1971.

The following figures show the percentage gains in productivity in the current cycle and the average for four other cycles:

	Current Cycle	Typical Cycle
Recession	1.6	1.8
First 3 Quarters of Expansion	4.4	6.5
Next 5 Quarters of Expansion	5.2	1.6

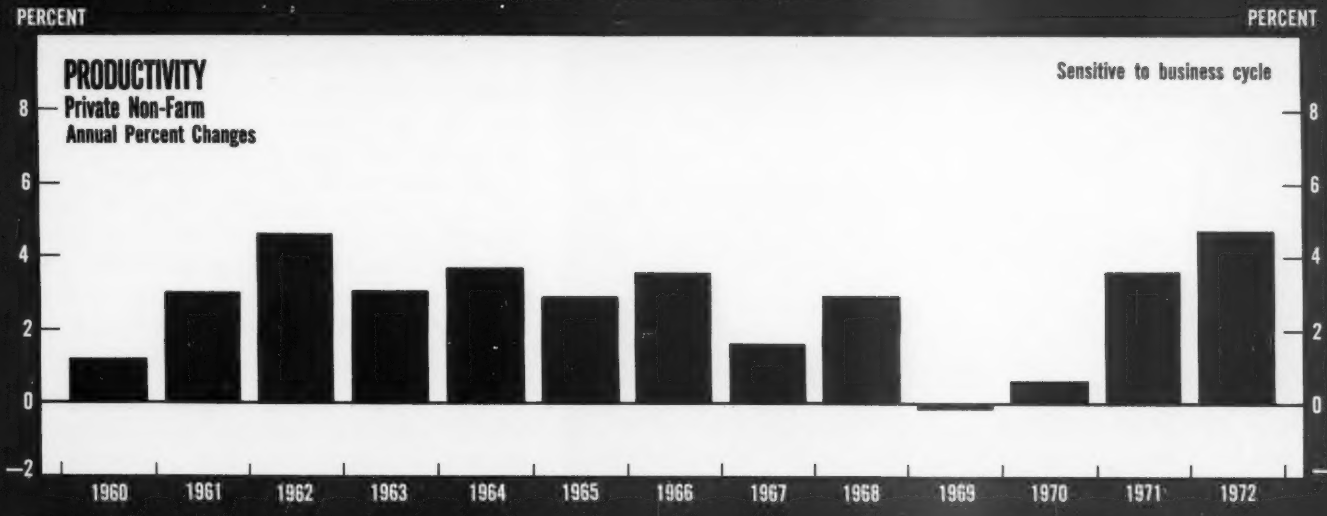
The age of the current expansion certainly suggests that productivity gains in 1973 will not be as spectacular as those of last year. However, the economy has not yet reached its capacity, and productivity may be boosted further by the cyclical phenomenon. Some special factors may also have a beneficial impact. For example, the Administration's Economic Stabilization Program was successful in inducing sharp increases in business capital investment and this should benefit productivity in the future.

Even a somewhat lower rate than experienced in 1972 would help hold down unit labor costs and thus mitigate pressures for price increases. Strong productivity gains in the early and mid-1960s helped curb inflation, and the economy made one of the longest advances on record. We could see a repeat performance in the 1970s.

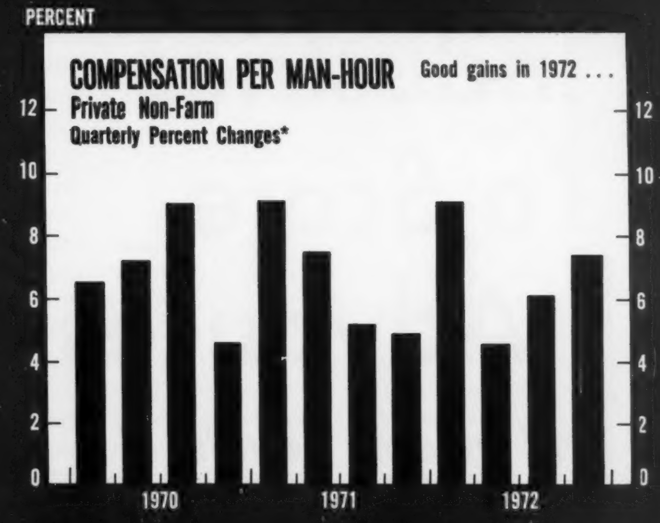
Other economic data

The unemployment rate continued its gradual downtrend and has now reached the 5 percent level. The trend in factory orders for durable goods indicates further expansion in this sector.

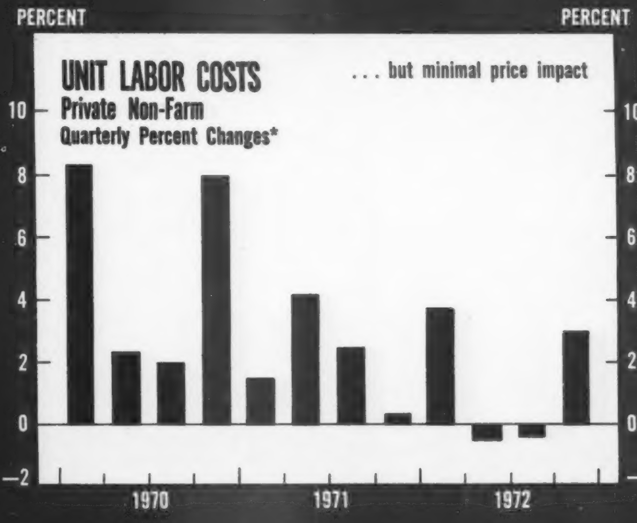
Latest Indicators


PRODUCTIVITY
Private Non-Farm
Annual Percent Changes

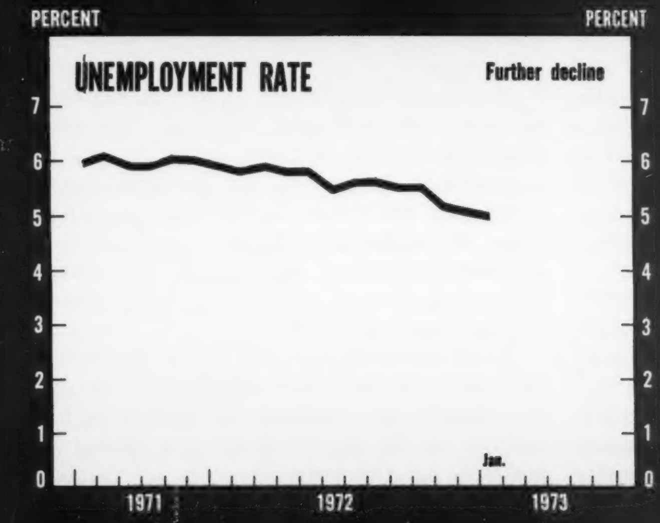
Sensitive to business cycle


COMPENSATION PER MAN-HOUR
Private Non-Farm
Quarterly Percent Changes*

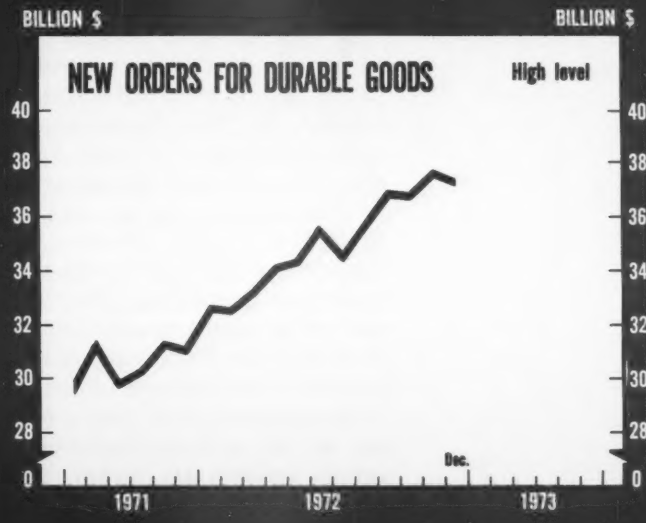
Good gains in 1972 . . .


UNIT LABOR COSTS
Private Non-Farm
Quarterly Percent Changes*

. . . but minimal price impact


UNEMPLOYMENT RATE

Further decline


NEW ORDERS FOR DURABLE GOODS

High level

* Annual rates
All monthly and quarterly data seasonally adjusted

Commerce Today
Vol. III, No. 10
February 19, 1973

Most U.S. Industries Expected To Score Strong '73 Advances

Record Employment And Income Levels, Rising Investment Signal Widespread Gains

More than 80 percent of the Nation's major manufacturing and non-manufacturing industries covered in the Commerce Department's "U.S. Industrial Outlook," are expected to show advances of 5 percent or more in 1973.

"The stage is set for widespread gains" in the U.S. economy this year, the Commerce Department forecasts in the 1973 edition of its annual publication. The "Outlook 1973" assesses growth prospects for the new year on an industry-by-industry basis and reviews industry's performance in the past year.

"Employment is at record levels," according to the Outlook, "inflation has slowed, earned incomes are higher, social security payments have been increased, and the rate of savings has receded but is still high enough to fuel a period of further economic expansion."

Moreover, with profits higher, investment in new plant equipment will rise. The 484-page publication of Commerce's Bureau of Competitive Assessment and Business Policy notes that while thus far the expansion has been accomplished without significant increases in inventory and capacity utilization, continuing growth will require more spending for these purposes.

Much more money and effort are being invested to protect the consumer and the environment—new markets are developing for makers of the special equipment needed to clear the air and water.

"Building upon 1972's solid economic advances," the Outlook said, "U.S. industry moves into 1973 with buoyancy. The quest for real economic growth was fulfilled in 1972, and the likelihood is for higher levels of activity for most industries in 1973.

"The construction industry helped boost the economy to higher levels and will continue its all important role," the report asserts. "Two years of record spending for all types of construction are about to be followed by a third, with a slightly different mix. After hitting all time highs in 1971 and 1972, housing starts are poised for a third great year at a rate somewhere between the recordbreakers."

Gains are high

Construction gains will be highest for public utilities, industrial buildings, and health care facilities, mainly reflecting response to the ever expanding needs of a growing population.

Aided by excise tax repeal and currency realignments, the auto industry had two successive outstanding years, at the same time keeping imports from capturing a larger share of the domestic market.

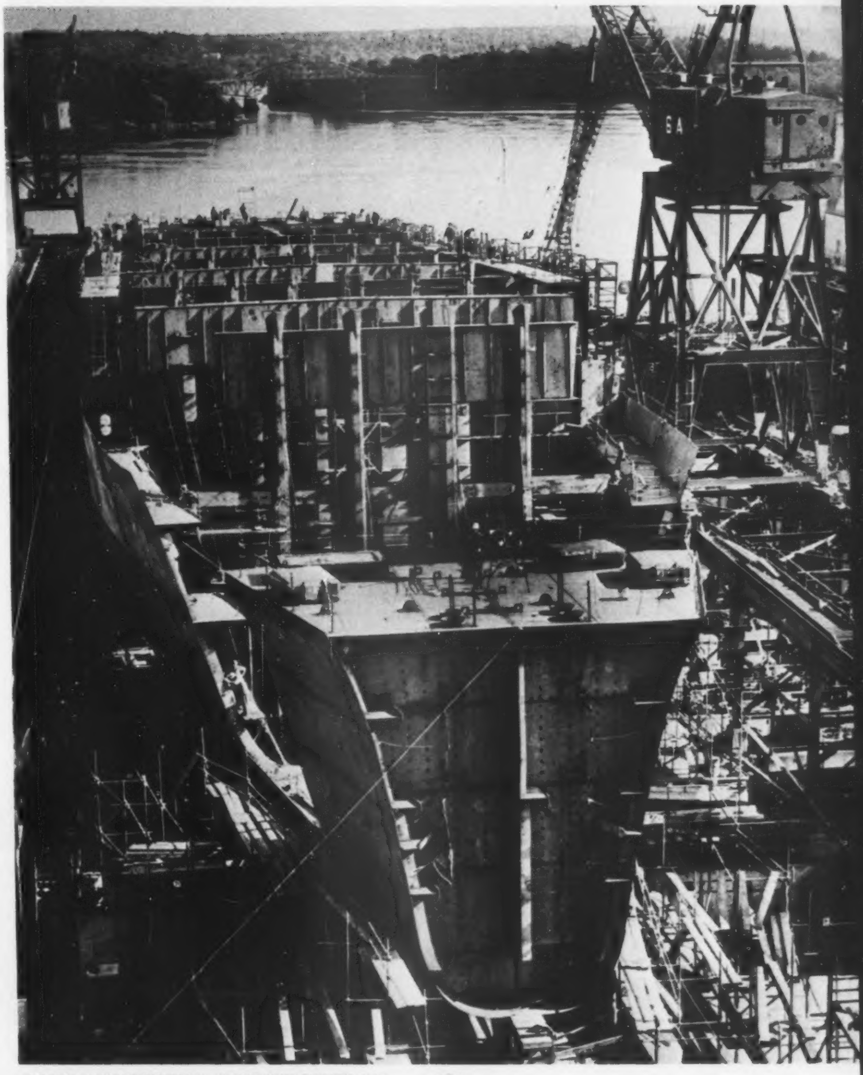
With expanded coverage of service industries and the trades, the new Outlook presents data on more than 250 industries or industry groups, both manufacturing and non-manufacturing. Activity levels are estimated for 1973 and 1980.

Projections in the Outlook are based on a number of assumptions, including a continued decline in the rate of inflation; defense spending at about current levels; high levels of investment to increase industry's productivity and competitiveness, and a Gross National Product of about $2 trillion (in current dollars) by 1980.

Of the 166 manufacturing industries for which 1973 projections are included, seven are expected to grow by more than 15 percent; 23 are expected to grow by 10 to 15 percent; 109 are expected to grow by 5 to 9 percent, and 21 are expected to grow by less than 5 percent.

The greatest percentage gains are expected in metalcutting machine tools (27 percent), shipbuilding and repair (21 percent), metalforming machine tools (20 percent) and natural and processed cheese (19 percent).

Among the 45 non-manufacturing industries covered, 14 are expected to gain 10 percent or more this year; 24 are expected to increase between 5 and 9 percent, and five are expected to advance less than 5 percent. Leaders in this group are expected to be international telephone and telegraph revenues (23 percent), wholesale lumber and construction materials (20 percent) and cable television subscriber revenues (also 20 percent).



CONTAINERSHIP CONSTRUCTION — *Ship construction is one industry expected to flourish in 1973 and the remainder of this decade. This new containership of American Export Lines is being built by Bath Iron Works, Bath, Me.*

Gains projected for 1973 and 1980 include:

CHEMICALS—Shipments up more than 6 percent to $60 billion this year, increasing at an average annual rate of 6 percent to $90 billion in 1980.

Growth during 1973 will equal the average annual growth of the industry in the last several years.

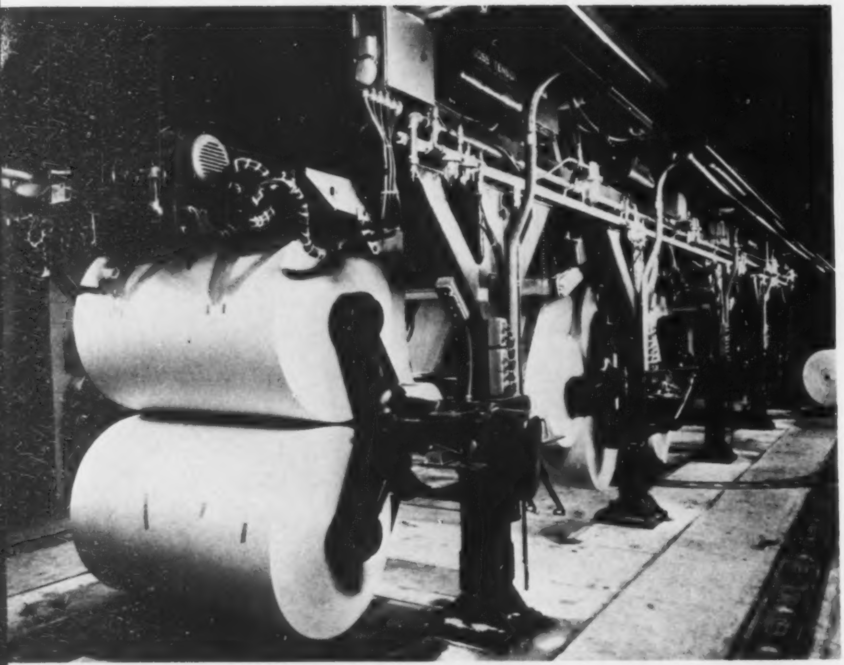
Industry volume has risen even faster than value of shipments. In 1972, the production index stood at 145 (1967 = 100), 15 percent higher than at year end 1971. Output in 1973 will continue to rise at a faster pace than the value of shipments.

Investment in new plant and equipment in 1972 totaled some $3.4 billion, equal to 1971, with some 10 percent going into pollution control.

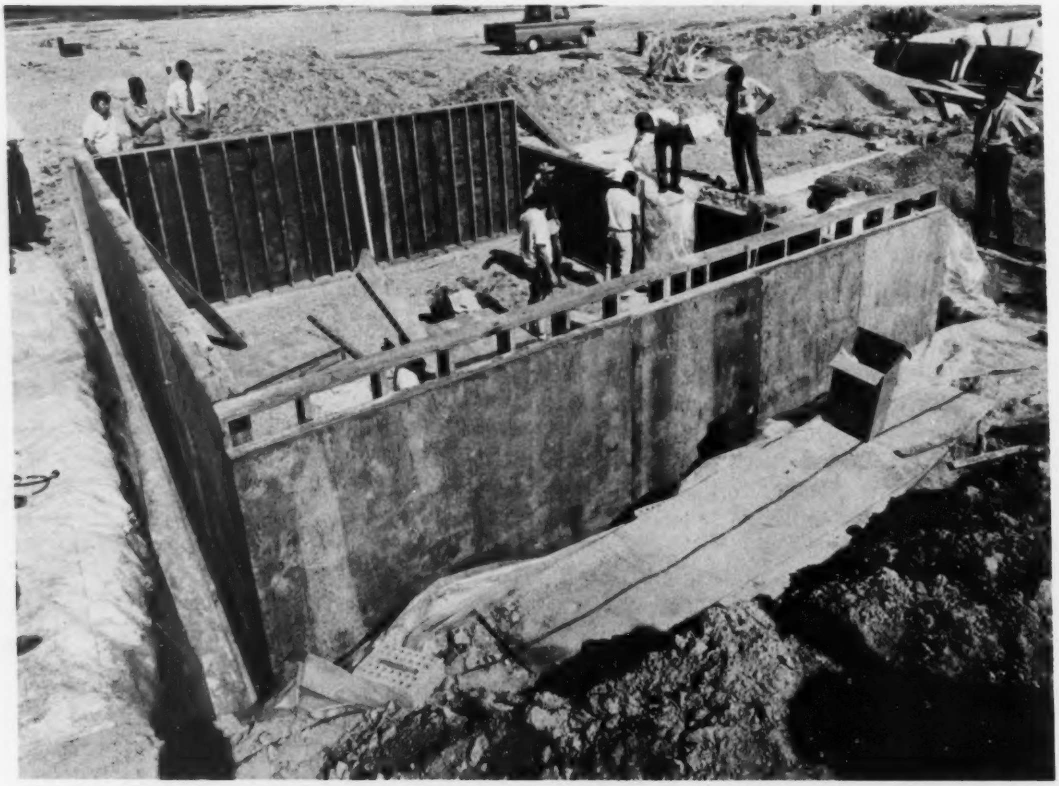
CONSTRUCTION — Spending for new construction up 7 percent to $130 billion this year, rising to $220 billion in 1980.

Three fourths — $97 billion — will be for privately owned facilities and the remainder —$33 billion—for public works of all types. These dollar outlays will represent the highest annual physical volume of work ever put-in-place (expenditures adjusted for price changes), exceeding the high set in 1972. Thus, construction activity in the upcoming year will provide additional job opportunities and should bring the industry's employment level to a new peak.

FOOD PRODUCTS — Excluding beverages, shipments up 6 percent to $100 billion this year, increasing at an annual rate of 5.5 percent to top $145 billion in 1980. Population growth and higher prices will account



PRINTING INDUSTRY—*Printing and publishing continues to mirror the sound economic growth of the country partially because of its modern equipment. This Goss Metro-Offset Press is in operation at the Burlington County Times, Willingboro, N.J.*



FOUNDATION FOR GROWTH—*The construction industry is another that is to continue its sound performance in 1973 and continue through 1980. Building the wood foundation for a tri-level house in Reynoldsburg, Ohio, in this "Parade of Homes" activity is one of a number of typical construction scenes. Home building is a big factor since three fourths of the gains will be privately-owned.*

for the increase; per capita food consumption is expected to remain at the 1972 level of approximately 1,560 pounds.

HOUSEHOLD CONSUMER DURABLES—Up 6 percent to an all-time high of $14.6 billion this year, rising an average of 6.2 percent a year to $22.5 billion by 1980.

A combination of demand from growing numbers of new families and high consumer spending should account for the increase.

Appliance shipments in 1973 are projected at $7 billion, a gain of 6 percent over 1972. Furniture industry shipments are expected to reach $7.7 billion in 1973, a 5 percent increase compared with the 11 percent gain in 1972 to $7.4 billion.

MEASURING AND CONTROL INSTRUMENTS—Up 6 percent to $5.5 billion this year, continuing at about that growth rate to $8.2 billion in 1980.

MOTOR VEHICLES—Passenger car shipments up 2 percent to 9 million units this year, rising about 3 percent annually to 11 million units in 1980. Truck and bus chassis shipments up 4 percent to 2.6 million units this year, rising about 2 percent annually to 3 million units in 1980.

PRINTING AND PUBLISHING — Receipts up 7 percent to a record $30 billion this year, increasing at an average annual rate of 6 percent to $45 billion by 1980.

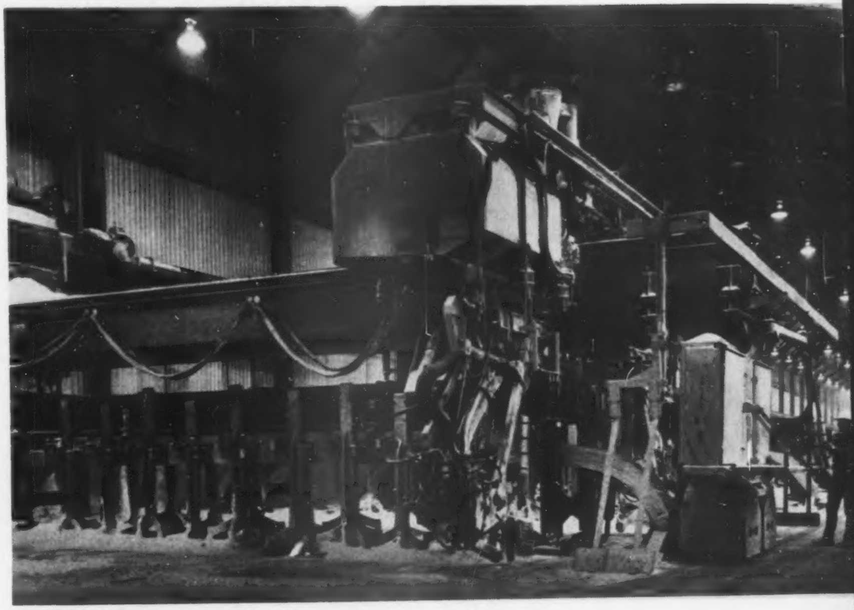
Continuing to mirror the Nation's economic and demographic trends, demand for printed products is stimulated by a combination of population growth, rising school enrollments, higher income levels and expanded business activity. The graphic arts industries are characterized by steady growth, stable employment, high wage rates, and a large number of small establishments.

SPECIAL INDUSTRY MACHINERY — Combined shipments of farm, construction, mining, oilfield, food, textile and printing machinery up 6 percent to $15.7 billion this year, rising at an average annual rate of 4.4 percent to $21.1 billion in 1980.

Mining and oilfield machinery shipments are expected to lead in growth with increases of 10 and 8 percent, respectively. Anticipated construction, food and printing machinery sales will each advance 6 percent over 1972 levels followed by gains of 5 percent in textile machinery and 4 percent in farm machinery.

"U.S. Industrial Outlook 1973" is for sale at $6.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or through any Commerce Department field office.

HEADING UPWARD—*The chemical industry's outlook calls for continuing prosperity in 1973. This is part of the chlorine caustic soda plant at PPG Industries' chemical complex in Puerto Rico.*



LATEST TECHNIQUES—*The Eastalco aluminum plant in Frederick, Md., incorporated the latest Pechinery production techniques in turning out 85,000 tons of aluminum per year.*

Boom In U.S., Import Price Rise Widened '72 Trade Gap, Study Shows

Year's Review Notes How Business Cycle Differences Here, Abroad Built Big Deficit

The U.S. trade position deteriorated sharply again in 1972, though some minor improvement was discernible as the year progressed.

Both exports and imports grew at much more rapid rates than in 1971, but the rise in U.S. purchases of foreign goods far outstripped the advance in sales to markets abroad. As a result, the nation's merchandise trade deficit expanded more than threefold, to $6.4 billion from $2 billion in 1971. Exports, excluding military grant-aid, increased to $49.1 billion, a gain of 12.8 percent compared with 2 percent in 1971. Imports advanced by 21.9 percent to $55.5 billion after a 14 percent climb in the preceding year.

The severe deterioration in the trade position was due largely to cyclical factors. Economic activity in this country was considerably more buoyant than in most industrial countries abroad, with the result that U.S. demand for imports was much stronger than foreign demand for our exports. In addition, import prices rose more rapidly than export prices, reflecting greater inflationary pressures abroad and the December 1971 revaluation of key foreign currencies which raised the dollar value of imports. Import prices, as measured by unit value index, rose about 7.5 percent while export prices showed an increase of only 3.5 percent. If the 1972 trade totals are adjusted for these price increases, results indicate that of the $4.4 billion deterioration in the trade balance roughly $2.5 billion can be attributed to price factors.

The 1972 increase in exports was well above the 8.5 percent average annual growth in foreign sales during the 1965-71 period. Major reasons behind last year's relatively strong export performance were a pickup in the rate of foreign economic growth and unusually heavy demand abroad for U.S. agricultural products. Another, but less significant, factor was the effect of 1971 dock strikes which caused some shipments to be delayed until the early part of last year.

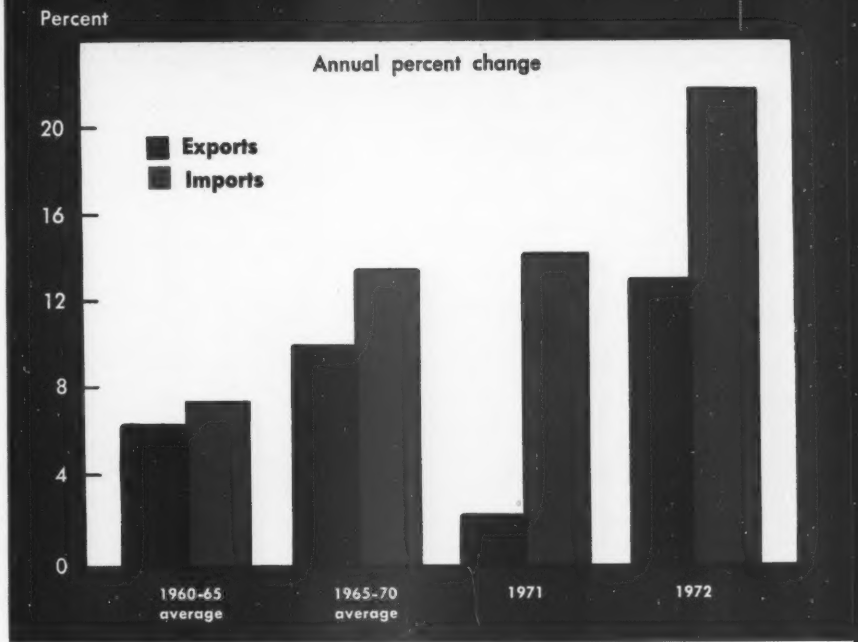
The import advance also exceeded the 13.5 percent average rise in the 1965-71 period. Along with the rapid increase in import prices which amplified the import expansion in value terms, foreign purchases were stimulated in 1972 by the vigorous growth of the U.S. economy. As with exports, makeup shipments after the 1971 dock strikes contributed to the import rise.

From the first to the second half of 1972, the trade deficit narrowed by almost $300 million, as export growth outstripped the expansion in imports. One reason for the improvement was a lessening of the cyclical imbalance between the U.S. and foreign economies as the cumulative effects of business expansion abroad strongly stimulated our exports. The advance in shipments also reflected an acceleration in agricultural deliveries, especially to the USSR. The more subdued import advance in the latter half of 1972 may be related to a slowdown in U.S. demand for foreign products resulting from the realignment of exchange rates under the Smithsonian Agreement. Earlier in the year, the main effect of higher foreign prices caused by the currency adjustment was to raise the value of imports without a corresponding reduction in the volume of foreign purchases, thereby worsening the U.S. trade position.

The ratio of U.S. imports to the gross national product rose last year to 4.8 percent from 4.3 percent recorded in 1971. The increase in the export/GNP ratio was fractional, from 4.1 percent to 4.2 percent.

Gains in nonfarm sales

U.S. exports of manufactured goods and other nonagricultural products rose strongly in 1972, climbing 11 percent to $39.6 billion. This gain contrasted sharply with the export performance in the previous year when nonfarm sales advanced by only 1 percent. The acceleration can be attributed primarily to the strengthening in economic activity abroad which spurred demand for a wide range of U.S. products. Exports were also swelled by heavy makeup deliveries in the first quarter of 1972 following dock strikes at most U.S. ports. Shipments declined somewhat in April-June from these high levels, but recorded strong advances in both the third and fourth quarters.



Sales of machinery rose 15 percent to $13.6 billion and accounted for almost half of the expansion in nonagricultural exports. Deliveries to Canada, where investment expenditures have been particularly buoyant compared with other major export markets, showed the biggest gain, contributing roughly a third of the increase.

Exports of farm machinery, tractors, and parts, which had declined considerably in recent years from levels reached in the mid-1960s advanced strongly in 1972. Much of the gain was in deliveries to Canada, where investment in farm equipment rose in response to expanding agricultural production, but shipments to Western Europe and the American Republics climbed in addition. The steep rise in exports of drilling and oil-field equipment primarily stemmed from the rapid growth in world energy requirements and the consequent step-up of petroleum and natural gas exploration and production. Gains in shipments to Canada, Mexico, and Western Europe were especially large.

Reversing a marked decline in the previous year, exports of electronic components

Major Changes In U.S. Commodity Trade

Millions of dollars

	1972	Change from 1971	
	Value	Value	Percent
Exports, excluding military grant-aid, total	**49,116**	**+5,567**	**+13**
Nonagricultural products	39,608	+3,845	+11
Machinery	13,570	+1,731	+15
Motor vehicles and parts	4,470	+ 591	+15
Chemicals	4,134	+ 298	+ 8
Aircraft and parts	2,919	− 468	−14
Logs and lumber	720	+ 249	+53
Agricultural products	9,508	+1,722	+22
Wheat	1,369	+ 364	+36
Corn	1,241	+ 495	+66
Rice	389	+ 132	+51
Imports, total	**55,555**	**+9,992**	**+22**
Consumer goods	19,556	+3,885	+25
Cars and parts	8,196	+1,092	+15
Textile products	1,867	+ 361	+24
Radios and TV sets and parts	1,146	+ 233	+26
Motorcycles	697	+ 200	+40
Sound recorders, reproducers	704	+ 215	+44
Gem diamonds	637	+ 164	+35
Industrial supplies	20,323	+3,359	+20
Petroleum and products	4,295	+ 977	+29
Nonferrous ores, scrap, metals	2,007	+ 301	+18
Lumber	1,179	+ 413	+54
Capital goods	6,677	+1,743	+35
Machinery	5,112	+1,241	+32
Trucks, buses, special vehicles	1,129	+ 294	+35
Food and beverages	7,257	+ 891	+14
Fish and meat	2,444	+ 497	+26

climbed by about $150 million. Shipments of semiconductor parts, mainly to overseas plants for further assembly, accounted for much of the advance. The rise in deliveries of computers and related equipment last year was 6 percent, somewhat faster than the 1971 increase, but well below the rates of growth in earlier years. The advance in 1972 consisted mainly of computer parts shipments.

Exports of transport equipment advanced only 3 percent, in marked contrast to their strong 1971 performance which had contributed almost the entire nonagricultural export gain that year. Shipments of automotive products expanded by nearly $600 million, but this rise was largely offset by a sharp decline in aircraft sales. Most of the increase in automotive deliveries to Canada consisted of parts and accessories for assembly at subsidiaries of U.S. companies. The gain was prompted by continued increases in Canadian car output, largely in response to buoyant auto demand in the U.S. market where most of this production is shipped.

The drop in civilian aircraft exports reflected lower sales to foreign airlines of most commercial passenger transports, including jumbo jets. On the other hand initial deliveries abroad of a new large-capacity airliner began in the fourth quarter, and exports of used aircraft increased again last year.

Chemical shipments up

After a sluggish performance in 1971, exports of chemicals rose 8 percent, picking up considerable momentum in the second half of the year. Sales of manufactured fertilizers, boosted by strong demand in Brazil, South Vietnam, and Bangladesh, showed an especially large rise. Shipments of pharmaceuticals, particularly to Belgium and Japan, were also buoyant. Organic chemical exports recovered from their 1971 decline with a gain of 12 percent.

Stimulated by strong construction activity in Japan, exports of logs and lumber recorded steep increases. Other forest products showing good export gains were pulpwood chips to Japan and exterior plywood to Canada, Denmark, and the United Kingdom. Deliveries of paper managed a 6 percent growth despite a leveling off in shipments of kraft paper and board.

Continuing on their long uptrend, exports of photographic equipment and supplies rose substantially last year, to more than $600 million. The advance was led by photocopying equipment and photographic film and paper, products in which the United States holds a significant worldwide technological lead. Sales of recording equipment climbed by more than one fifth paced by video tape recorders and audio tape.

Some strengthening in world steel markets enabled exports of iron and steel-mill products to climb 5 percent after a big drop in the preceding year. Shipments in 1972 were held down by a large falloff in AID-financed deliveries to India and Pakistan, but greater sales to Canada, Iran, Mexico, and Western Europe more than offset this negative development. The outflow of iron and steel scrap also recovered from its 1971 decline, with good gains recorded to Japan and the American Republics. Shipments of coal showed little change in quantity from the previous year, though higher prices boosted the value by 9 percent.

Agricultural sales soar

Spurred by heavy world demand for grains, exports of agricultural products jumped 22 percent to $9.5 billion last year.

Machinery Export Gains Widespread

Millions of dollars

	1972	Change from 1971	
	Value	Value	Percent
Machinery, total	**13,570**	**+1,731**	**+15**
Nonelectrical machinery	9,871	+1,099	+13
Power generating machinery	1,843	+ 297	+19
Computers and related equipment	1,341	+ 79	+ 6
Nonagricultural tractors and parts	578	+ 69	+14
Agricultural machinery and tractors	498	+ 132	+36
Construction equipment	467	+ 57	+14
Cooling equipment	465	+ 58	+14
Mining and well drilling machinery	392	+ 76	+24
Electrical machinery	3,699	+ 632	+21
Telecommunications apparatus	835	+ 157	+23
Power machinery and switchgear	787	+ 108	+16
Tubes, semiconductors, and parts	627	+ 150	+31
Household electrical equipment	157	+ 32	+26

Some of this increase included shipments delayed by the 1971 dock strikes. After a slight drop in April-June, deliveries surged upward in the second half of the year under the impetus of huge grain sales to the Soviet Union.

More than two fifths of the $364 million rise in wheat exports represented loadings for the USSR where a major crop failure necessitated large imports. Sales to the People's Republic of China, the first major export transaction with that country in over two decades, also contributed significantly to the gain in wheat shipments.

Exports of corn climbed by two thirds largely on the strength of sales to the Soviet Union. Demand in other countries was also heavy—especially in Spain and Italy because of reduced export availabilities in Argentina, the major supplier of corn to those countries. Poor weather conditions which severely reduced rice crops in a number of Asian countries was mainly responsible for a big increase in U.S. exports of this grain. Deliveries to South Vietnam and Indonesia rose especially rapidly. Continued strong world demand for animal feeds pushed up the value of soybean exports by 14 percent. Higher prices were the main factor in the rise.

Consumer imports buoyant

Purchases of consumer goods showed a huge advance again in 1972. Of the $10 billion increase in total U.S. imports, nearly $4 billion represented greater arrivals of consumer products from abroad. Strong U.S. demand, evidenced by the acceleration in personal consumption expenditures, and higher prices for many items, partly a result of the currency realignment in late 1971, combined to boost the value of consumer goods imports to $19.6 billion—25 percent above the 1971 level. Receipts of consumer goods (excluding autos from Canada) as a share of U.S. personal outlays on goods rose to 6.2 percent from 5.3 percent in 1971.

Approximately three fourths of the increase in consumer goods purchases consisted of non-automotive products—in sharp contrast to 1971 when arrivals of automotive products dominated the import expansion. Electrical products, advancing by 36 percent, led the increase. Especially strong demand for cartridge and cassette equipment from Japan accounted for much of the surge in entries of sound recorders. Imports of television sets increased one fifth—mostly black and white models from Taiwan—under the stimulus of strong demand here and the shift of some production to foreign subsidiaries utilizing components shipped from the United States. Motorcycle imports advanced 40 percent as demand remained strong and the product mix shifted toward the larger, more expensive vehicles. Clothing imports were also expansive—especially from Hong Kong, Taiwan, and Korea.

Imports of passenger cars from Canada advanced 10 percent—to $2.6 billion—as a result of growing U.S. demand for compact and subcompact models which represent a large part of Canadian production. The inflow of automotive parts and accesories from Canada was also significantly greater than in 1971. Following a rise of 43 percent in 1971, entries of foreign-type cars advanced only 14 percent last year. Moreover, this increase was entirely due to greater purchases of the more costly models and generally higher prices, since the quantity arriving fell by nearly one tenth. This shift to more expensive automobiles was especially evident in shipments from West Germany and Japan, the two major suppliers.

The availability of North American subcompact autos at low prices combined with significant price increases for foreign cars, played the major role in holding down the volume of arrivals last year. For the first time since the early 1960s, the foreign car share of total U.S. auto sales fell—to 14.8 percent from 15.3 percent in both 1970 and 1971.

Oil and lumber imports surge

The sharp increase in U.S. industrial production and the exceptionally strong demand for petroleum and lumber boosted entries of industrial supplies by 20 percent in 1972. The $3.4 billion expansion in these purchases accounted for slightly over one third of the overall import rise. Arrivals were buoyant throughout the year; in the second half, they contributed most to U.S. import growth.

Purchases of crude pertoleum increased by two fifths—almost $700 million—as domestic requirements advanced while U.S. output fell for the second year in a row. Import quotas were raised substantially in the latter half of the year. Canada, Nigeria, and Saudi Arabia accounted for much of the import advance, although other major oil suppliers shared in the increase. Entries of fuel oil and natural gas also showed a significant expansion.

Arrivals of softwood lumber, almost entirely from Canada, increased sharply in response to the buoyancy in construction activity and low inventory levels in this country. The quantity of steel imports declined from the high 1971 total when stocks were built up in anticipation of a threatened industry strike. Higher unit values, however, reflecting both currency revaluations and a shift toward the more costly grades of steel, raised the total value purchased, especially in the latter part of the year. Imports of industrial and agricultural chemicals advanced almost one fifth, predominantly due to greater arrivals of organic chemicals and plastics.

Capital goods speed up

The inflow of capital goods soared by one third to $6.7 billion last year—a substantial acceleration from the 10 percent increase in 1971. Import growth was generally strong throughout the year except for a pause in the third quarter. Capital equipment purchases (excluding trucks) accounted for 9.5 percent of expenditures on producers' durables last year, compared with the 7.9 percent share in 1971. Reflecting gains in U.S. expenditures on plant and equipment, machinery imports climbed 32 percent. Receipts of computer-related equipment from U.S.-owned facilities in Canada boosted arrivals of business machines. Entries of textile and leather machinery also increased, though a decline was noted in July-December as U.S.-based plants of foreign manufacturers began production and demand for this equipment leveled off. Imports of agricultural machinery and farm tractors—principally parts and engines from Canada for assembly here—expanded as a result of high U.S. demand.

Imports of trucks from Canada rose sharply, spurred by strong demand here for recreational vehicles. Small models from Japan also entered in large volume. Aircraft and components almost doubled in value because of greater arrivals of parts from Canada and engines from the United Kingdom, the latter to be used in the production here of a new wide-bodied jet airliner.

Receipts of foods and beverages showed the smallest rate of increase of the major import categories, though certain commodities showed substantial advances. Food purchases totaled $7.3 billion in 1972, 14 percent above the previous year's level. These entries accounted for 5 percent of total U.S. expenditures on food, as compared to the 4.7 percent share in both 1970 and 1971.

The value of fish receipts increased almost two fifths, largely because of high prices which reflected strong consumer demand and limited world supplies. These purchases accounted for more than one third of the rise in food imports. Strong demand and limited availabilities in this country raised the level of beef arrivals, mostly from Australia. To further stimulate shipments to the United States, meat import quotas were eased in March and suspended in late June.

Trade gains with most areas

Trade with Canada again rose sharply in both directions. Exports to Western Europe as well as Japan climbed substantially after declining in 1971, but the import advance from these areas was much larger. The exchange of goods with most of the developing areas was considerably higher than in the preceding year. Exports to the American Republics advanced particularly strongly while large increases were recorded in imports from East and South Asia, Africa, and the Near East. Trade with the Communist areas climbed steeply, especially on the export side, as huge grain shipments to the USSR swelled the total.

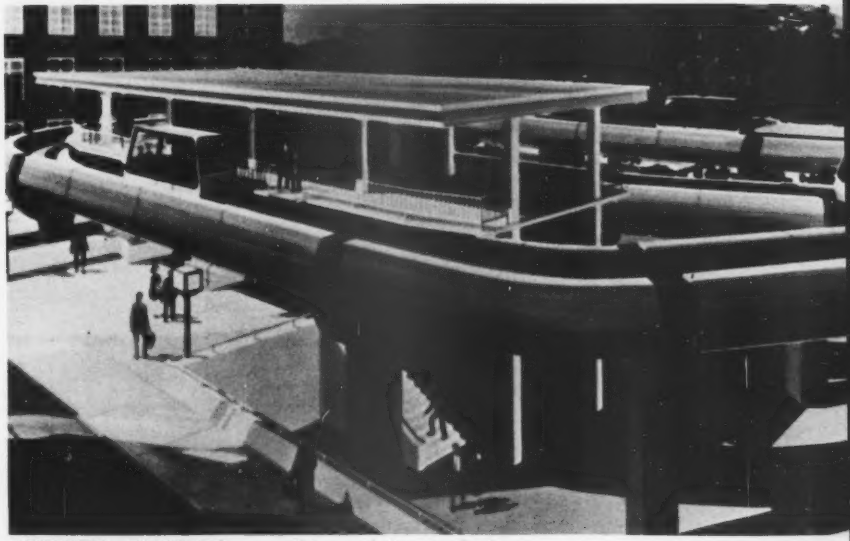
The foregoing article, a review of U.S. foreign trade in 1972 by major commodities, was prepared by the International Trade Analysis Staff of the Commerce Department's Bureau of International Commerce. A report on last year's U.S. exports and imports by regions of the world is to be presented soon in **Commerce Today.** ***The outlook for U.S. trade in 1973 appeared in the Jan. 22 issue.***

Mass Transit Unit Devising Solutions To Tomorrow's Crises

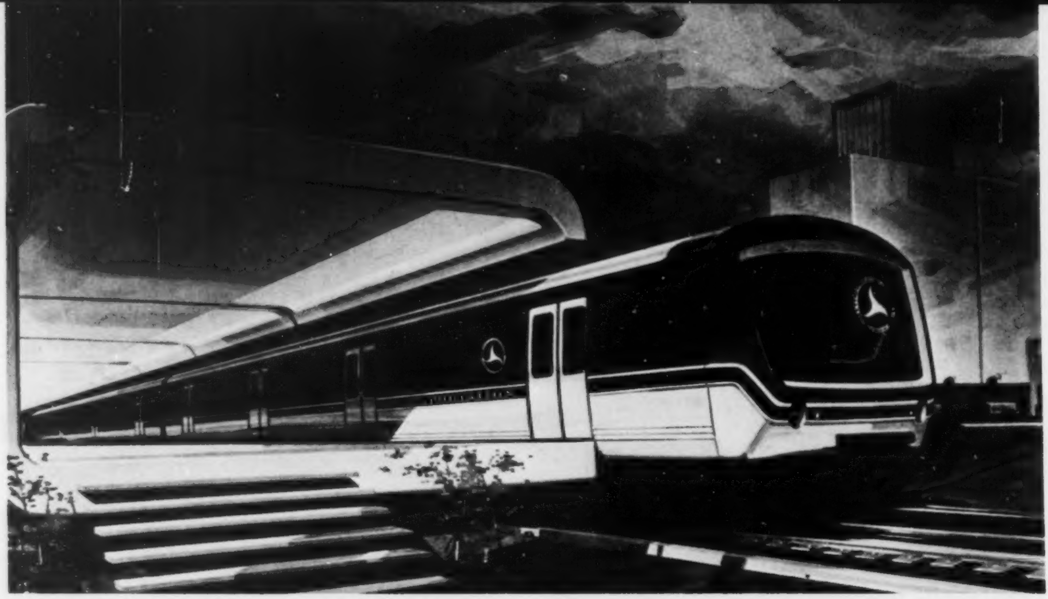
$10 Billion Commitment Will Keep Urban Traffic Flowing, Reduce Pollution Levels

Improvements and new techniques that in the future may have a deep impact on the business community, as well as on the lives of people generally, are being developed in a many-sided effort to solve the increasingly critical mass transit problem.

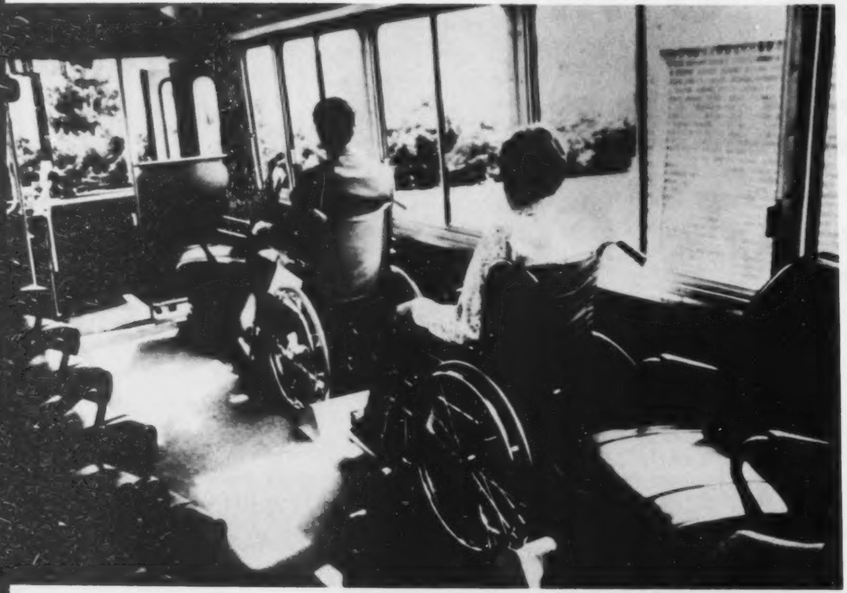
Heading up this effort, and serving as a kind of catalyst in a partnership between the Federal Government and communities, is the Urban Mass Transportation Administration (UMTA), an agency of the Department of Transportation. UMTA was established July 1, 1968, when Federal responsibility in urban mass transportation was transferred to the Department of Transportation from the Department of Housing and Urban Development (HUD). In carrying out its objectives, UMTA works with the Federal Highway and Federal Aviation Administrations, and with HUD.



ARTIST'S CONCEPT — *This artist's rendering shows the Walnut Street Station on the Morgantown Personal Rapid Transit Project, West Virginia.*



STATE OF THE ART—*Two "State of the Art" Rapid Rail cars, built by St. Louis Car Division of General Steel Industries for the Department of Commerce's Urban Mass Transportation Administration, are being demonstrated this year on rapid rail transit systems in major cities.*



FOR HANDICAPPED—*New rapid transit systems will have special provisions for handicapped persons so that wheel chairs will no longer be a problem.*

The Federal urban mass transportation assistance program began in 1962 with the passage of the Urban Mass Transportation Act of that year. The first project was an appropriation of $25 million for broad research development undertakings and for demonstration projects.

Project's beginning

From this beginning, Federal assistance has increased greatly, particularly since the enactment of the Urban Mass Transportation Act of 1970. Federal aid for the current 1973 fiscal year, which ends June 30, is estimated at $980 million, and President Nixon, in his recent budget message to Congress, has requested that $1 billion be made available to carry on the work in the 1974 fiscal year.

The 1970 act authorized $3.1 billion over a five-year period to upgrade, extend, improve and develop new bus, rapid transit, and commuter rail systems throughout the Nation. In making this commitment, Congress declared its intention to make $10 billion available by 1982 for urban transit improvements.

Up to January 1, UMTA had made 281 grants totaling nearly $1.8 billion for a large variety of projects. With these funds, the following equipment had been acquired: 11,863 new buses; 1,616 rapid transit cars; 228 light rail cars; 994 commuter cars; and 13 new Diesel locomotives. In addition, 81 bus systems had been preserved or stabilized.

Vast range of benefits

Modernization and innovation techniques designed to improve the mass transit situation promise a vast range of benefits to businessmen and their customers. A basic aim is to get the commuter out of the automobile and into an attractive and comfortable mass transit vehicle, and to the extent this can be achieved it is expected to result in the movement of more people.

Greater numbers of people, including housewives, will visit the downtown areas. There will be less traffic congestion; less pollution, particularly from new vehicles specially designed for the purpose; and presumably more parking places for people who still prefer to drive cars.

Since World War II, the mass transit problem has grown increasingly critical as a result of the drastic decline in persons using mass modes of transportation, the sharp rise in automobiles used for local travel, and the spectacular advance in transit fares as operators have sought to meet soaring costs in the face of declining patronage.

The problem

The number of times revenue passengers have used transit lines has dropped from nearly 19 billion in 1945 to about 5.3 billion in 1972. Meanwhile, the number of passenger car registrations has soared from nearly 26 million in 1945 to about 96 million in 1972. And the average fare on transit lines has jumped from around seven cents in 1945 to more than 31 cents in 1972.

Although the fares of transit lines have multiplied several times, revenue has not kept pace with cost. In 1945, cost per revenue passenger averaged 6.5 cents, or less than the average fare. But in 1970, cost per revenue passenger averaged nearly 35 cents, or appreciably more than the average fare.

This many-sided squeeze action has reduced the quality and availability of mass transportation. The impact has been highly uneven upon the communities affected. Those who have been hardest hit have been the poor who do not have automobiles, the elderly, youngsters, and the physically handicapped.

The solution

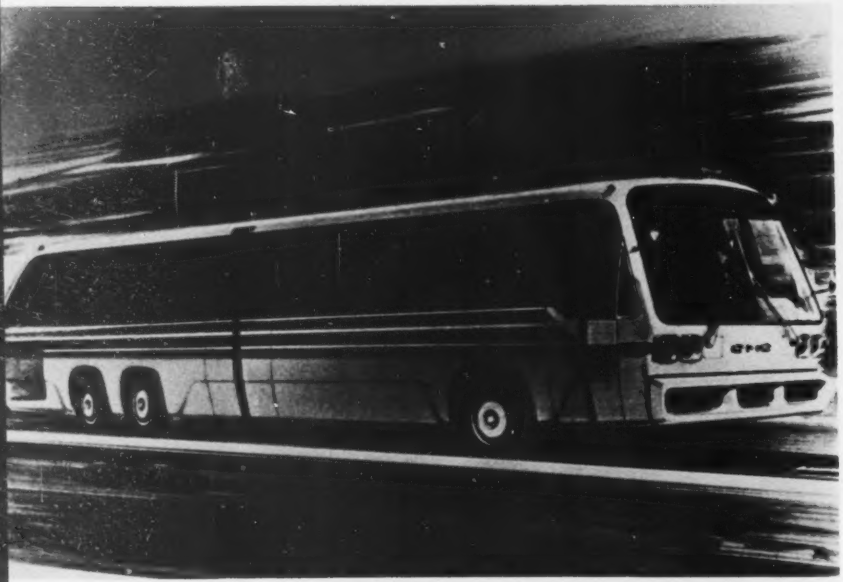
In the effort to restore a balance in the transportation of people in urban areas, UMTA is carrying out a number of programs designed to accomplish certain basic purposes.

New transportation systems are being developed to meet the needs of all residents of modern cities, especially the transportation needs of the poor, the elderly, youngsters, and the physically handicapped.

For example, through UMTA the Federal Government is underwriting the development of non-polluting bus engines, new rail commuter and subway cars, tracked air cushion vehicles capable of traveling 150 miles an hour, and personal rapid transit systems.

MORGANTOWN VEHICLE—*Personal rapid transit vehicles such as this one—part of the Morgantown project—are being tested in the process of developing more modern urban mass transit facilities.*

DIAL A RIDE—*An operator at the control data center for Dial-A-Ride demonstrates the streamlined efficiency of that computer controlled mass transportation project which utilizes latest technology.*



TRANSBUS—*This artist's rendering of a GMC version of Transbus shows one development in new Urban Mass Transportation.*

Meanwhile, UMTA is filling the gap between now and the time such new systems are operational by saving and improving transit systems. Newly-designed buses and exclusive bus lanes to speed commuters along urban highways are among the projects undertaken.

UMTA maintains six grant programs, as follows:

Capital assistance: In this program, the bulk of the agency's commitments are made. Capital grants furnish up to two-thirds of the cost of new transit equipment and help cities modernize their transit facilities. Like all UMTA grants, they can be made only to public bodies that provide urban transit services. The other third of the financing must come from local sources.

Technical studies: Technical studies grants are made to help local communities determine their mass transit needs and evaluate the practicability of proposed transit improvements. They can also be used for engineering work on new projects. The grants provide two-thirds of the cost, local sources one-third.

For demonstrations

Demonstration grants: These grants provide money for testing and determining the feasibility of new and improved transit ideas by "demonstrating" the new concepts in day-to-day operation.

Research and development: These contracts usually involve private concerns, and are made to help conceive, study and test new urban transit concepts and hardware.

University research and training: Grants are made to help universities carry out research and training in the field of urban transportation.

Managerial training: This type of grant is made to public bodies involved with transit for management training of selected employees.

Improvements and innovations

Better buses: One of the ideas now in the development stage is an improved type of bus to replace the old bus types that have been in operation for so long. This new-type bus will be lower to the ground than present ones, and will have more comfortable seats, wider doors, more glass, and low-pollution engines.

General Motors, the American General Corporation, and the Rohr Corporation each are building three prototype buses, or nine in all. UMTA has set up broad outlines as to what it wants in these buses, but each company will use its own ingenuity in designing and building them. One of the buses built by each company will be for the use of handicapped persons.

Models of the buses are expected to be ready within the next month, and the bus prototypes are due out this fall.

Special Bus Lanes: One means of increasing the operating effectiveness of buses is the establishment of designated bus lanes for use only by buses during peak hours of congestion.

Special lane studies

Several such lane projects have been funded with Federal funds. Among them is the Shirley Highway into Washington, D.C., where ridership tripled in a few months after a demonstration was carried out. Others include a reserve lane for buses through Lincoln Tunnel in New York that brings thousands of commuters into the city, and Project Bluestreak in Seattle which brings people in from outlying areas to a parking lot, where they park their cars and proceed by bus on a reserved lane to downtown Seattle.

Personalized Rapid Transit Systems: In an effort to make transportation available to the elderly, handicapped and others solely dependent on public transportation, UMTA is sponsoring demonstration projects in which the bus comes to the passenger and provides, in effect, taxi-like service at near bus fares.

Such a project is the Dial-a-Ride system which is being demonstrated in Haddonfield, New Jersey. In this system, people dial a number and request service, and a small bus picks them up and takes them where they want to go. At present, the system is operated manually through use of radio-telephone communication and a display board for tracking buses. But in the near future, test operation will begin on computer control of bus routing.

The project has met with a highly favorable response from elderly persons, churchgoers, youngsters, and shoppers. On call, door-to-door service is now available to 25,000 people living in a five-to-seven square mile area. Feeder and distribution service to a rapid transit station is provided. Twelve vehicles are in use, including one with a folding ramp for passengers in wheelchairs.

Dial-A-Ride

Inspired by the Haddonfield project, the Orange County Transit District of Southern California will install a Dial-a-Ride system using the techniques developed at Haddonfield. No Federal money is used in this project. Thus it is an encouraging instance of communities attempting to solve their transit problem with their own resources.

A personal rapid transit project is being tested in Morgantown, West Virginia. The system will connect two campuses of West Virginia University and the Morgantown business district by means of 2.2 miles of two-way concrete guideways. Over these guideways are to run small, automated, pollution-free cars capable of moving 1,100 passengers every 20 minutes. The cars are personalized to the extent that they can be summoned and directed to the desired destination by pushing a button at the station where the passenger boards.

Hydraulic lift

In Cranston, Rhode Island, is the "Cranston Transvan" project, using small transit vehicles, one of which is equipped with a hydraulic lift, to provide door-to-door service for the elderly, physically handicapped, and mentally retarded. It is necessary to subscribe to this service. The cost to eligible applicants is three dollars for three months.

Rail Cars: The UMTA program includes the promotion of three types of rail cars, the light rail that used to be known as the trolley car, the rapid rail and the commuter rail.

Although fast, pollution-free, quiet, and comfortable light rail cars are widely used in Europe, the last light rail car was built in the U.S. about 20 years ago. It is still used in half a dozen communities around the country, including Boston, Philadelphia, San Francisco, and New Orleans.

A completely new design for a light rail car is being developed. By using a common specification, production orders for several transit companies can be combined and made large enough to reduce unit costs. The Massachusetts Bay Transportation Authority (MBTA) is working with U.S. operators to develop a standard specification for new light rail vehicles, using a modified version of a specification developed for the San Francisco Municipal Railway.

In the rapid rail area, the most advanced development is the Bay Area Rapid Transit (BART) system in San Francisco, a city that set out to solve its mass transit problem before a Federal Assistance program materialized. The BART system, which UMTA has helped to fund, will utilize 250 cars. These will be the most modern commuter cars in service at this time, pleasing to the eye and highly efficient.

The experience gained from the BART program will be used for all transit properties buying new vehicles.

Demonstration and testing of prototype vehicles have suggested new improvements, not only for the BART fleet, but for UMTA-sponsored State-of-the-Art cars and an Advanced Concept Train that is in process of being developed.

State-of-the-Art cars will represent the optimum in present technology, and are to be demonstrated in Boston, New York, Philadelphia, Cleveland, and Chicago.

Advanced concept

The Advanced Concept Train, a long-range goal, will represent the next generation of rapid transit cars. Their demonstration and evaluation on operating transit systems will lead to the upgrading and replacement of existing obsolete rail vehicles.

Several research projects on rail propulsion systems are under way, such as turbine electric for commuter rail, and energy storage inertia flywheels and alternating current for rapid rail.

With all the effort and the imaginative programs, progress in solving the urban mass transit problem should become increasingly visible in the years ahead.

DOMESTIC BUSINESS REPORT

- **Automotive production record set**
- **Two car families "in"**
- **Frederick Dent assumes Commerce duties**
- **Now everyone can understand economists**
- **Americans and jobs, careers, earnings**

Frederick Dent Assumes Commerce Duties

Frederick B. Dent, South Carolina textile manufacturer and former president of the American Textile Manufacturers Institute, has taken the oath of office as Secretary of Commerce. He succeeds Peter G. Peterson.

Secretary Dent officially assumed his position earlier this month. Chief Justice Warren E. Burger administered the oath to the new Commerce Secretary, four other members of the cabinet and 15 high administration officials in a special ceremony at the White House.

Prior to joining the cabinet Dent was president of Mayfair Mills of Arcadia, S.C. He is the fourth generation of his family to enter the textile industry and is recognized as one of the leaders in the industry in introducing new technology, better products, improved working conditions and expanded employment opportunities for minorities.

Commission chairman

He was chairman of the Spartanburg, S.C., County Planning and Development Commission, a position he has held since 1960. His corporate directorships include Mayfair Mills, the General Electric Co., the South Carolina National Bank, Scott Paper Co., and Mutual Life Insurance Co. of New York.

Secretary Dent joined the Mayfair firm in 1947 and became its president in 1958. The company operates four plants in South Carolina.

He has been a member of the Business Council, the Commerce Department's International Business Advisory Committee, the National Industrial Pollution Control Council, and the Labor-Management Labor Textile Advisory Committee.

He also was an Ex-Officio Director of the South Carolina Textile Manufacturers Association and the American Textile Manufacturers Institute. He was chairman of the ATMI's public relations and international trade committees and has traveled extensively in the U.S. and

Frederick Dent
Secretary of Commerce

overseas studying trade developments.

The new Commerce Secretary was a member of the Commission on an All Volunteer Armed Force (Gates Commission) from its inception in March 1969 until it reported to President Nixon in February 1970.

In 1971 Secretary Dent was recipient of the New York Board of Trade's Textile Award in recognition of distinguished service to the Nation in the field of textiles.

Secretary Dent was a trustee of the J. E. Sirrine Textile Foundation which supports advances in Clemson University's School of Industrial Management and Textile Sciences, and also of the Institute of Textile Technology, Charlottesville, Va.

Yale graduate

Born in Cape May, N.J., Aug. 17, 1922, Secretary Dent attended St. Paul's School in Concord, New Hampshire. In 1943 he received his A.B. degree from Yale University. Upon graduation from Yale he was commissioned an Ensign in Naval Reserve, serving aboard patrol, escort and anti-submarine vessels in the Pacific Theater until his release with the rank of Lieutenant (j.g.) in 1946.

Now Everyone Can Understand What Economists Talk About

Is "urban fringe" a toupee worn by some city dwellers? Does "liquid claim" refer to a ticket for a drink? Does "cyclical dominance" have anything to do with aggressive bicycle riders?

Persons who raise questions such as these whenever they encounter Government statistical reports may be interested in the second edition of the Dictionary of Economic and Statistical Terms. It is designed especially for those who use reports of the Social and Economic Statistics Administration. That term, which is not defined in the booklet, is the new designation for the agency that includes the Bureau of the Census and the Bureau of Economic Analysis.

The new booklet, like the first edition published in 1968-69, provides explanations of the basic methods used in computing widely used economic data such as the Gross National Product and U.S. Balance of Payments. It also offers definitions of several hundred economic and statistical terms. Supplies of the original edition have been exhausted.

SESA has not offered assurances that the uninitiated can read the booklet and become instant experts. Judging from the reaction to the first edition, however, the 84-page booklet should prove of considerable value to knowledgeable laymen who seek basic information, and to students, professionals, and technicians.

The foreword states that "accuracy has not been compromised," and that the publication should not be considered "as an A-B-C reader in economics, statistics, demography, and related disciplines even though it can be very valuable to many persons with limited backgrounds in those subjects. It is designed primarily for regular users of SESA data."

The new dictionary is similar in format to the original, although a new section has been added on Demographic and Social Terms—reflecting the greatly increased national attention that has been focused in recent years on problems associated with population. Some basic definitions in the balance of payments section have been revised to incorporate changes in balance of payments concepts adopted in 1971.

The Dictionary, prepared in the Office of the Assistant Secretary for Economic Affairs, can be obtained for $2 from the Superintendent of Documents, U.S. Government Printing Office, Washington.

Two Statistical Reports Available As Double Subscription Package

A new subscription package will help users of census statistics keep abreast of the release of computer data tapes, key printed reports, and other Bureau services.

"Small-Area Data Notes" and "Data Access Descriptions," are designed for users of information about such areas as counties, cities, census tracts, and city blocks. Users include community planners, marketers, social analysts, and government officials.

The publications are being offered as a package subscription for $5.50 per year.

"Small Area Data Notes" offer information on new publications, release dates for printed reports and summary tapes, plans for surveys and censuses, and technical descriptions of census activities. "Data Access Descriptions" provide technical information.

For subscriptions, write to the Publications Distribution Section, Social and Economic Statistics Administration, Washington, D.C.

Give Us Your Perplexed, Your Baffled, Your Furious Say Information Centers

The voice on the other end of the telephone was that of a radio ham operator from Amhurst, Ohio. The Federal Information Center specialist in Cleveland could sense his urgency.

The operator had just been contacted by another ham operator from near Bogota, Colombia. A mentally-disturbed U.S. veteran was stranded on St. Andreas Island in that area. It was essential to get him back to the States for proper medical attention. However, commercial airlines could not fly the veteran home because of his irate behavior. Did she know if anyone in the U.S. Government could help? Could she help?

Businessmen use the Federal Information Centers to answer a broad spectrum of questions and needs. In fact, more than 133,000 inquiries were referred to the Commerce Department last year. The Centers are financed by 16 Federal agencies, including Commerce.

She could and did. The ham operator was able to patch the information specialist to the island source, to obtain complete information. Armed with the facts, she contacted the Department of State and the Veterans Administration, and, as a result, the young veteran was successfully evacuated by the Government to Miami, where he was transferred to Ohio.

Today, through the efforts of the Cleveland FIC, the Veterans Administration and the American Embassy in Bogota, Colombia, the patient is receiving proper care in the Veterans Hospital at Brecksville, Ohio.

The Cleveland Federal Information Center is one of 36 such centers throughout the United States, operated by the General Services Administration in cooperation with the Civil Service Commission.

These centers, located in key metropolitan areas across the country and manned by highly specialized personnel, serve as clearinghouses for all types of questions about the Government. A Federal information Center serves the citizen who is lost in the maze of Government offices and doesn't know where to turn in order to get the assistance he needs. That citizen can address any question about the Government to the FIC in his locale and be provided with the complete information on the spot—or be directed to the closest and the correct Government office that will be able to help him. In fact, the FIC eliminates the frustration and bewilderment of the vast number of referrals which in the past have been commonplace with the Government.

Arthur F. Sampson, Acting Administrator of the General Services Administration said that these "centers are actually a nationwide network of citizen assistance centers, and a vital part of President Nixon's program to bring the Government closer to the people it serves."

The Federal Government is a huge and complex operation. The more than 75 major offices in the executive branch provide a myriad of services and are involved in many areas of concern to the citizen. It is, therefore, understandable that people don't know where to turn for assistance with a particular problem. The FIC program is filling this information gap.

Combined, the established centers receive on the average of more than 100,000 inquiries each week from people who call, visit, or write. Many of the calls come from the 37 toll-free tie-line telephones that are set up in key cities outside the areas of the physically-located centers.

The majority of the questions that the professionally-staffed centers receive, however, are not of an emergency nature, such as the

SAN DIEGO—*Another West Coast city has an active Federal Information Center which keeps its citizens and residents of the San Diego area informed on government programs and where the action is at all levels of government.*

stranded veteran. While the two to four specialists staffing each center are trained to handle these personal emergencies, their most frequent inquiries are routine.

These questions primarily concern passports, Federal jobs, Social Security and Veterans benefits, and income taxes. Small businessmen call inquiring about Government loans and grants.

Businessmen in general are looking for advice on selling to the Federal Government, and where to find information on exporting their goods. Minority groups are interested in Government programs established to help them.

The GSA-CSC program actually began in 1966 when the first Federal Information Center was opened in Atlanta, Ga. By 1969, however, only eight more centers were in operation.

In October of that year, President Nixon, feeling that the Government should be more responsive to the people it serves, directed a rapid expansion of the FIC program. In the three years since then 27 more centers have been established, as well as the 37 city connections through toll-free telephone tie-lines. Another FIC is presently being planned to open in the near future in Washington, D.C.

At present, more than 50 percent of the population has access to a Federal Information Center by phone or by a convenient visit to the Federal buildings in which the centers are located.

gsa
CONSUMER PRODUCT INFORMATION

BALTIMORE—*Irene Norris (right), supervisor of the Federal Information Center in Baltimore, dsicusses the variety of services it provides with Joan Riordan, national coordinator of the project, which is financed by 16 agencies.*

Centers' locations

Centers are operating in Albuquerque, N.M.; Atlanta, Ga.; Baltimore, Md.; Boston, Mass.; Buffalo, N.Y.; Chicago, Ill.; Cincinnati, Ohio; Cleveland, Ohio; Denver, Colo.; Detroit, Mich.; Fort Worth, Tex.; Honolulu, Hawaii; Houston, Tex.; Indianapolis, Ind.; Kansas City, Mo.; Los Angeles, Calif.; Louisville, Ky.; Memphis, Tenn.; Miami, Fla.; Minneapolis, Minn.; Newark, N.J.; New Orleans, La.; New York, N.Y.; Oklahoma City, Okla.; Omaha, Neb.; Philadelphia, Pa.; Phoenix, Ariz.; Portland, Ore.; Pittsburgh, Pa.; St. Louis, Mo.; St. Petersburg, Fla.; Sacramento, Calif.; Salt Lake City, Utah; San Diego,; Calif.; San Francisco, Calif.; and Seattle, Wash.

FICs provide a further link between the individual and all levels of government, as well. Center specialists do not turn away people interested in state or local government services, but try to find answers for their questions.

In this regard, a significant innovation in information services is the Government Information Center, opened in San Diego, Calif., in March 1970. This center, an outgrowth of President Nixon's concern for intergovernmental cooperation, is staffed jointly by Federal, State, and local information specialists, in an attempt to respond more effectively to the public by providing answers to questions concerning any phase of government.

GSA's national coordinator for the program is a young and pretty woman: Joan Riordan. She explains that she finds the job a challenge. "The Federal Information Center," she said, "by translating the jargon and complexities of Government into services, programs and people, is an important step in helping to humanize the

FEDERAL INFORMATION CENTER

LOS ANGELES—*The Federal Information Center in Los Angeles is humming with activity as persons from all walks of life take advantage of the services which cut through the maze of red tape in Washington.*

big faceless Federal bureaucracy."

Mrs. Riordan noted that in fiscal 1972, the centers handled a total of nearly 4.5 million inquiries—1 million more than the previous fiscal year. And at the rate more inquiries are coming in, she expects this number to climb even higher this year.

In several areas, too, she points out, not only is the staff professional and experienced enough to answer many questions without even referrals or research, but bilingual services are offered. "Spanish is perhaps spoken more than any other foreign language," she said, "but in Hawaii, one of our specialists speaks Chinese, in Buffalo, German, and in Cincinnati, Slovak.

"We feel it is important to communicate with the American citizen in the tongue with which he is most familiar."

New publication

The centers also stock Federal publications—either free or nominally priced—advising the consumer on how to buy, use and care for a variety of consumer products. In addition, they have a supply of other pamphlets describing Federal programs of interest to the public.

"Ultimately," said Mrs. Riordan, "we hope to expand the program even further. Our goal is to extend the Information Center services to the entire country and to move wherever feasible in the direction of more Government Information Centers, encompassing not just the Federal Government specialists, but State and local professionals as well."

Sample questions asked of FICs include "How do I get help with my Federal Income Tax?" "How do I find out about going to school on the GI Bill?" "My Social Security check has been lost. What do I do?" "How do I apply for food stamps?" "What shots do I need for travel abroad?"

Some, however are unusual: "What was the price per pound of hamburger in 1943?" The FIC specialist referred the caller to the Bureau of Labor Statistics, Department of Labor, where the answer was discovered to be an average annual price per pound of 30.5¢ in 1943.

"How can I buy a buffalo? I heard the Government auctions them?" The FIC was able to tell the questioner, after research, that there was such an auction held in November 1971 at the Witchita Mountains Wildlife Refuge in Oklahoma. This program is handled by the Bureau of Sport Fisheries and Wildlife, Food and Wildlife Service in the Interior Department.

"How do I file a claim on a gold mine?" The asker was told to apply to the Bureau of Land Management in the Interior Department, Washington, D.C. 20405.

And a man called to find out where he could obtain a $1,000 bill. He wanted to give it to someone for a gift. The FIC specialist referred him to the Federal Reserve Bank, since local banks do not carry $1,000 bills anymore.

Some of the questions brighten the FIC specialist's day. Such as the gentleman who called asking to talk about a change in his marital status. (What he actually wanted was to talk to the Internal Revenue Service about changing the number of exemptions on his withholding form.)

Or, the lady who wanted to be connected with Mr. Osha. The FIC expert correctly connected the caller with Mr. Daly, the Director of OSHA, the Occupational Safety and Health Act.

Tax division

One caller was looking for a Federal alcoholic—what he wanted was the Alcohol Tobacco Tax Division of the IRS.

And then there was the woman who called looking for the phone number of the Vets Hospital, in order to admit her sick dog. The FIC specialist explained to her that she had confused veterinarian with veteran!

But, whatever the questions, when a Federal Information Center is contacted, the asker can be assured of prompt, courteous and efficient service, and help to get through the maze that is the U.S. Government.

Now That Everyone Owns A Car, Would You Care To Try For Two?

The market for automotive parts and services will be booming this year if Census figures are a gauge. Twenty million U.S. households—almost 30 percent of the total—own two or more passenger cars, according to a new Census Bureau report.

Based on a July 1972 survey of motor vehicle ownerships, the report shows that about 33 million of the Nation's households owned only one passenger car and nearly 40 percent owned two or more motor vehicles, including both cars and trucks. About 15 percent reported ownership of a truck.

In all, 80 percent of all U.S. households now own at least one car.

Twenty-one percent of U.S. households owned at least one 1971 or 1972 model car, and 10 percent owned one or more imported cars. Of 30 million 1969 or later model cars, about 23 million had been bought new by their current owners.

Similarly, of the approximately 47 million 1968 or earlier models, about 15 million had been bought new by their current owners.

The numbers ranged from 26 percent for Northeastern households, to 33 percent for households in the North Central region of the Nation. In the South, the proportion was 30 percent and in the West, 32 percent.

Western households were much more likely to own imported cars than were households in other regions, according to the survey. In the West, 18 percent of the households owned one or more imported cars; in the North Central region, 6 percent and, in both the Northeast and South, 9 percent.

When classified by the age of the head, households headed by a person between 45 and 54 years old were most likely to own two or more cars. Forty-five percent of these households reported owning two or more cars and 14 percent reported owning three or more. The number of cars owned per 100 households ranged from 69 for households headed by a person aged 65 or older to 145 for households with a head aged between 45 and 54.

Copies of *Household Ownership of Cars and Light Trucks: July 1972*, Series P-65, No. 44, are available for 55 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce Department field offices in major cities.

Record '73 Auto Output Expected

The U.S. automotive industry hit a record high production of more than 11 million units last year and should do in excess of 11.5 million in 1973.

This forecast is contained in the 1973 edition of the U.S. Industrial Outlook, publication of Commerce's Bureau of Competitive Assessment and Business Policy.

The Outlook report on the motor vehicle industry notes that:

- Production in 1972 amounted to 8.8 million passenger cars and a record 2.5 million trucks and buses.
- Retail sales in 1972 also reached an all-time high—9.3 million North American passenger cars, 2.6 million trucks and buses.
- U.S. manufacturers are expected to produce nine million cars and 2.6 million trucks and buses in 1973.
- The 1973 U.S. retail passenger car market is expected to exceed 11 million units, including 1.5 million foreign-built cars. Truck and bus sales are estimated at 2.7 million units for the new year.
- By 1980, production is expected to reach 11 million cars and three million trucks and buses.

Analyses of the various sectors of the motor vehicle industry include:

Automobiles—Sustained economic expansion, gains in personal income and rising employment are expected to contribute to record sales this year. Sales of foreign-made cars are expected to hold at about 15 percent of the U.S. market.

Motor registration and sales data show a growing consumer preference for lower priced and generally smaller models, to the extent that sales of these models increased from 12 percent in 1967 to an estimated 25 percent in 1972.

Industry shipments totaled $23.9 billion last year and are expected to rise 3 percent to $24.4 billion this year. Of the estimated 8.8 million autos produced in the U.S. in 1972, only 386,000 were exported—mostly to Canada. Imports of foreign-made autos were estimated at 1.8 million for the year, with West Germany and Japan again dominating the market.

Trucks and buses—Retail sales of truck and bus chassis are expected to exceed $10 billion this year, with trucks under 10,000 pounds gross vehicle weight remaining the largest category in the market in terms of units sold. The largest sales gains last year were at the bottom and the top of the gross vehicle weight scale—up 30 percent and 28 percent respectively, over 1971.

Truck and bus body shipments, excluding exports, are expected to reach $755 million this year, up about 8 percent from 1972. Exports are expected to be about $14.8 million compared with $13.5 million last year.

Truck trailer manufacturers are expected to ship 170,000 units, including detachables, in 1973, about 2 percent less than in 1972. Exports of truck trailers and parts are forecast at $23.8 million.

And Now Phase III: Series Answers Business Queries

Phase III continues to bring a barrage of questions from businessmen throughout the country concerning the operation of the voluntary system which replaced mandatory wage and price controls.

The Cost of Living Council has attempted to clarify every aspect of the program with a series of questions and answers which include:

Q. Must price reporting and recordkeeping firms report and record both price and profit information?

A. Forms under development by the Cost of Living Council will call for firms subject to reporting and recordkeeping requirements to have information on both prices and profits. Price reporting firms are those with annual sales or revenues of $250 million or more, and price recordkeeping firms are those with annual sales or revenues of $50 million or more.

Q. How does Phase III affect the small business exemption?

A. Phase III does not change the small business except that lumber firms now qualify as "exempt" small businesses.

Q. What is the definition of "food" for purposes of the mandatory controls of Phase III?

A. "Food" means items for human ingestion, excluding alcoholic beverages, tobacco products, and drugs. Animal feeds are not subject to mandatory controls. Items with both animal and human consumption end uses, such as soybeans, are not controlled until they are identifiable as intended for human ingestion.

Q. Does the announcement mean that soybean processors can price soybean meal and oil without prenotifying the Price Division of the Cost of Living Council?

A. Yes. This action removes immediately the suspension of the volatility rule that was applicable to large soybean meal processors.

Q. Do mandatory price controls apply to sales by food service organizations, such as restaurants, which are not otherwise exempt under the small firm exemption?

A. Yes. Sales of food service organizations are included under mandatory price controls under Phase III of the Economic Stabilization Program. However, food service organizations are not subject to prenotification requirements. Moreover, a food service organization is not subject to mandatory controls if it derives less than 20 percent of its annual revenue from food sales and if its annual food sales are less than $50 million.

Q. What about food sales by companies which derive less than 20 percent and less than $50 million in sales and revenues from food sales—are they exempt?

A. No. They are covered by the same voluntary, self-administered standards applicable to most of the rest of the economy.

Q. Over what 12-month period is the 1.5 percent weighted average annual price increase to be measured?

A. The 1.5 percent weighted average price increase standard applies to the 12-month period beginning Jan. 11, 1973. Reporting firms who choose this standard will be required to report their performance in reports filed at the end of their customary fiscal quarters. Reporting requirements will continue to coincide with fiscal quarters.

Q. Should firms which choose to apply the 1.5 percent weighted average annual price increase standard consider price reductions as well as price increases in making their computations?

A. Yes. In computing the weighted average price increase, both price increases and decreases should be considered and properly reflected.

Note For Federal Contractors

The Viet-Nam Era Veterans Readjustment Assistance Act of 1972 requires Federal contractors and first-tier subcontractors to list job openings with the United States Employment Service.

The primary purpose of this law is to expand the job opportunities that the Employment Service can make available to Viet-Nam-era veterans.

Business firms that are not affected by this directive can make a significant contribution to the Jobs for Veterans Program through voluntary support and implementation of the law's specifications.

Full details of the law can be obtained by contacting the nearest Employment Service or Regional Manpower Administration office.

Q. Does the redefinition of "base period" in Subpart L of the Cost of Living Council Phase III regulations apply to all non-exempt firms in both the mandatory and voluntary sectors?

A. Yes.

Q. Will old-age homes be covered under the mandatory requirements for providers of health services as outlined in Subpart G of the Cost of Living Council Phase III regulations?

A. Under Phase II regulations, an organization providing licensed 24-hour in-patient health care facilities was classified as a nursing home subject to "Institutional Providers Health Services." If it did not provide such health care facilities it was defined as an old-age home subject to the rent regulations which were repealed with the initiation of Phase III. Such a distinction between health and boarding facilities will continue.

Q. What are the reporting requirements for institutional and non-institutional providers of health services?

A. They remain subject to the same reporting requirements.

Americans And Their Jobs; New Report Details Careers, Earnings

Employers can study the entire American job and skills market—the number of employees in virtually every field of endeavor as well as their pay, education and other related information—in a recently released Census Bureau report.

The computer field in the United States, not even listed in the 1960 version of the report, had 161,337 computer programmers and 79,949 computer systems analysts by 1970. Of the total, 49,923, or 21 percent, were women, 9,034 were black and 4,041 of Spanish origin.

Mean earnings among men in the computer field were $11,004 in 1969, and among women, $7,811.

Although the report covers a period before the Women's Liberation movement picked up momentum, it shows 51 women employed as mining engineers, 289 female construction inspectors, and 164 female flight engineers.

The medical and legal professions reported substantial incomes. With an average of 18 years of schooling, the men who were physicians, dentists, and related practitioners had mean earnings of $23,916 in 1969. Women in the field earned an average of $11,150 after 16.6 years of schooling. The men who were lawyers and judges, with 18.3 years of schooling, reported average earnings of $22,216 in 1969.

Lawyers in industry

Slightly more than 28,000 lawyers were in Federal and State public administration, whereas others were listed in such industries as computing equipment manufacturing, crude petroleum and natural gas extraction, drugs and medicine manufacturing, and even grocery stores.

The report lists airplane pilots working in such industries as petroleum refining, department store and mail order establishments, and detective and protective services. Also listed are aeronautical and astronautical engineers working mostly in aircraft and parts manufacturing, but also in commercial research, development, and testing laboratories, engine and turbine manufacturing, and radio, television, and communications equipment manufacturing.

Single copies of the report "Occupation By Industry," PC(2)-7C are available for $7.25 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or from Commerce Department Field offices in 43 U.S. cities.

Minority Firms Issue Invitation To 'Try Us'

"Try Us. 1973," a newly published National Minority Business Directory, features 2,200 minority-owned businesses.

The publication of the National Minority Business Campaign, a non-profit group in Minneapolis, offers a comprehensive guide to the products and services by minority-owned companies nationwide. The new book is the directory's third edition.

Each firm listed is at least 50 percent owned by minority citizens, profit making with at least one full time employee, and has national or regional sales. Local businesses such as barber shops, groceries, and retail stores are not listed. In the case of building contractors, most of which operate locally, a listing of contractor associations is provided.

More than 400 types of products and services are offered by firms listed in the 1973 directory.

The directory is available from the National Minority Business Campaign at 1602 Plymouth Ave., Minneapolis, for $7.50 per copy.

—OMBE

Calendar For Businessmen

Feb. 28 — Cincinnati — National Maritime Council's Cincinnati-Dayton Dinner. Howard F. Casey, Deputy Assistant Secretary of Commerce for Maritime Affairs will speak.

Feb. 28-March 1 — Washington, D.C. — National Association of Regional Councils conference on legislation. For information, Ralph Webster, NARC, Washington, Phone: 202-296-5253.

March 11-23—South Bend, Ind.— International Council of Shopping Center Executive Development Institute at Notre Dame University. For information, Lee A. Roberts, Assistant Director, Council of Shopping Centers, Urban Affairs Department. Phone: 212-421-8181.

March 13-14—New York—Second National Training In Business and Industry Conference. For information, William A. Kulock, Phone 212-687-8540.

March 16 — Castine, Me. — Maine Maritime Academy Annual Symposium, speakers to include Howard F. Casey, Deputy Assistant Secretary of Commerce for Maritime Affairs.

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints — the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

SCIENCE & TECHNOLOGY REPORT

- Lead paint standard aims to protect children
- Amendment to mattress regulation seen necessary
- Pilot plant produces industrial substance from shellfish
- Scientists devise method to locate Gulf Stream, speed shipping
- Coastal study to enable planners to cope with water pollution
- Patents of special interest

Ocean Pollution May Affect Food Source

Open ocean pollution with its possible attendant danger to commercial and game fish has been positively identified by an analysis of surveys conducted last summer off the coast of the United States by Commerce's National Oceanic and Atmospheric Administration.

Oil globules and plastic debris in massive proportions were found to infect nearly 700,000 square miles of blue water from Cape Cod to the Caribbean Sea, becoming part of the habitat of uncountable numbers of new-born blue marlin, tuna, bluefish, and other prized game and commercial species.

While the presence of oil and plastic materials in ocean waters was already known, the NOAA survey found that they are distributed far more widely than had previously been suspected.

NOAA's ships traversed a wide swath of continental waters from Massachusetts to Florida, east into the Sargasso Sea, around the Bahama Island chain, south along a track skirting the Venezuela coast, and west into the Gulf of Mexico. Aim of the survey was to assess distribution of fish eggs and larvae, the first of the Marine Resources Monitoring Assessment and Prediction or MARMAP program of NOAA's National Marine Fisheries Service.

Tar ball fouling

Early in the surveys, NOAA scientists experienced difficulty with plankton-collecting nets from fouling by tar balls. The balls ranged from grain- to fist-size, and appeared to have been formed from bunker oil jettisoned from ships.

One of the survey ships, *Albatross IV*, reported that 75 percent of the time its nets were befouled by oil clumps so thick they extruded through the mesh "like spaghetti." All three vessels, though widely separated, experienced similar conditions.

Subsequent laboratory analyses revealed that more than half the plankton samples (young fish and their food) collected from surface waters were oil-contaminated. It was estimated that contamination covered 50 percent (80,000 square miles) of the survey area along the East Coast Continental Shelf; 80 percent (280,000 square miles) of the survey area in the Caribbean to the Gulf of Mexico; and 90 percent (106,000 square miles) of the survey area north of the Antillean Chain, extending roughly 500 miles north and south of the coasts of the Bahamas and the West Indies.

The total surface area in which oil contamination was detected amounted to 665,000 square miles of open ocean.

Plastic contaminants, though not as prevalent as the tar balls, were found in all survey regions. Analysis of distribution showed a 20 percent occurrence in samples collected in the Caribbean Sea, and a 50 percent occurrence in samples collected in the vicinity of the Antillean Chain and the Continental Shelf between Cape Cod and Florida—altogether, in 197,000 square miles of ocean. Heaviest concentrations were from Florida to Chesapeake Bay and near Long Island.

Plastic debris

MARMAP researchers characterize the plastic debris occurrence in the open sea as unexpected. Until recently, distribution was thought to be chiefly in inshore waters. Researchers from the Woods Hole Oceanographic Institution in Massachusetts also reported considerable concentration of plastic pellets in the Western Sargasso Sea during an October 1972 scientific cruise. The plastic scraps were white or opaque spheres or discs, speck- to pea-sized, and were identified as polystyrene.

Despite the small size of the plastic particles, they may threaten the survival of many of the minuscule larval fish that consume them. Scientists at the Woods Hole Oceanographic Institution who examined larval fish with plastic in their digestive systems fear that, because of its indigestibility, the material may be dangerous.

Experts caution that the Marine Resources Monitoring Assessment and Prediction findings are not, in themselves, conclusive, and that the total environmental effect of these widespread contaminants in the ocean remains to be evaluated. *—NOAA*

OCEAN POLLUTION IDENTIFIED—*Recent surveys of the Atlantic, Caribbean and Gulf of Mexico have positively identified oil globules and plastic debris over nearly 700,000 square miles of sea, far more extensively distributed than had been thought. Fishing nets have been brought up befouled by oil clumps so thick they extruded through the mesh "like spaghetti." Experts fear such contamination will infect young fish endangering future food resources.*

Lead Paint Standard Aims To Protect Children From Poisoning Themselves

Although most of today's paint manufacturers no longer add lead to their paints, the incidence of lead paint poisoning among children living in older homes has led Commerce's National Bureau of Standards to develop a new standard reference material to aid health authorities in protecting those children.

An estimated 600,000 children between the ages of one and six, mostly living in inner U.S. cities, are victims of lead poisoning caused by eating paint chips from old walls or by gnawing on window sills and door frames. Short of death, one of the worst consequences of lead poisoning is mental retardation. Unfortunately, the early symptoms of lead poisoning —headache, irritability, vomiting, and anemia—are too much like other less serious childhood complaints to command proper attention.

Many municipalities are now surveying older homes for the presence of paint containing more than 1 percent lead by weight. To aid these groups in analyzing paint scrapings, NBS chemists have prepared a powered, lead-based paint Standard Reference Material (SRM 1579). This standard can be used to calibrate the apparatus and methods utilized in making lead-in-paint determinations. Because legal action can result from these measurements, the ability to make reliable, repeatable determinations is essential.

High lead banned

To ensure that paints of a high lead content are not sold, the Food and Drug Administration banned, as of the first of this year the use of paints containing more than 0.5 percent lead by weight on residential surfaces accessible to children.

The raw material for the new

standard was collected by the staff of the Philadelphia Department of Public Health from interior walls and woodwork of old houses undergoing renovation in that area. At NBS, in work sponsored by the Department of Housing and Urban Development, the foreign substances were separated from the paint scrapings, which were then ground, milled, and blended to a powder.

This material is considered to be more typical of old, dried-out, intractable paints collected in the field than freshly prepared paint formulations containing precisely measured amounts of lead as a single pigment or a mixture of pigments. For example, the lead-based pigments in fresh paint are easily soluble in acids or ammonium acetate solutions and can be analyzed by many methods. On the other hand, dried, aged paints may give erroneous results owing to the difficulty of extracting the lead from the paint matrix. Dried paint chips collected from old housing had the desired property of stability since they were already 30 to 50 years old. *—NOAA*

Skipjack Tuna Stocks Sought In Pacific

Commercial availability of skipjack tuna stocks in the Pacific Ocean is being investigated by fisheries scientists of Commerce's National Oceanic and Atmospheric Administration. They are working some 1,200 miles southwest of San Diego and due west of the Galapagos Islands.

At present, the skipjack ranks second to the yellowfin in commercial tuna catches but is sought mostly in inshore areas.

This six-week tracking survey is being conducted in cooperation with Scripps Institution of Oceanography at La Jolla, Calif.

A series of National Marine Fisheries Service research cruises was undertaken in 1970 and 1971 and resumed this year. *—NOAA*

Amendment To Mattress Regulation Seen Necessary To Protect Public

Amendments to the previously issued flammability standard for mattresses may be needed to protect the public against the unreasonable risk of mattress fires, according to Acting Assistant Secretary of Commerce Richard O. Simpson.

"Petitions we have received from interested parties, public comment, and our own research indicate that amendment of the flammability standard for mattresses may be needed to resolve problems that many manufacturers, particularly the small ones, are encountering. The notice we are publishing in the Federal Register identifies certain areas in which the Department thinks improvement or clarification may be possible without loss of any of the high level of protection to the consumer from the hazards of mattress fires which the Standard provides," says Simpson.

Possible changes

Commerce's notice identifies the following for possible amendment:

- Whether the definition of "mattress prototype" in the Standard is so restrictive as to prohibit valid information determined as to one class of mattress being applied to another class of mattress without retesting.
- Whether groups of independent companies should be allowed to pool design and prototype testing just as companies with a number of manufacturing facilities and groups of companies that normally sell under a group name are allowed to do currently.
- Whether there may be instances where an individual manufacturer cannot acquire access to testing facilities for production testing, in which case it may be desirable to authorize the Federal Trade Commission, upon proof submitted by the manufacturer on a case-by-case basis, to suspend temporarily production testing under such rules as it may prescribe.
- Whether there is sufficient justification for an upper temperature limit in the conditioning of mattresses prior to prototype testing and whether production testing should be allowed without conditioning in any draft free enclosure.

Other than white

- Whether provision should be made for the use of other than white, 100 percent combed percale sheets in the test of mattresses.

Simpson points out that the petitions by industry to amend the Standard to provide for front-end sampling and the testing of component parts were not necessary as Commerce could consider alternate sampling plan proposals in these two areas under section .4 (b) of the Standard.

The Commerce official adds that the industry could also submit an alternate sampling plan for the testing of ticking.

High level protection

He stresses that amendments to the Standard and alternate sampling plans would be favorably considered only if it were demonstrated that the consumer would continue to receive the same high level of protection from mattress fires.

Interested persons desiring to comment on the finding that there may be need to amend the flammability standard for mattresses or wanting to suggest the form of such amendments should address their comments to the Acting Assistant Secretary for Science and Technology, Room 3862, U.S. Department of Commerce, Washington, D.C., 20230.

—Office of the
Assistant Secretary for
Science & Technology

Pilot Plant Produces Industrial Substance From Shellfish Waste

Shellfish shells, long considered waste by the seafood industry, are being salvaged to produce a cellulose-like substance of commercial value to a variety of industries.

Chitin, as it is known, and its derivative, chitosan, are being produced at a small pilot plant on the outskirts of Seattle, Wash., and offered to researchers who have already identified scores of known and potential uses for the product, according to Commerce's National Oceanic and Atmospheric Administration.

Uses seen for chitin and chitosan include:

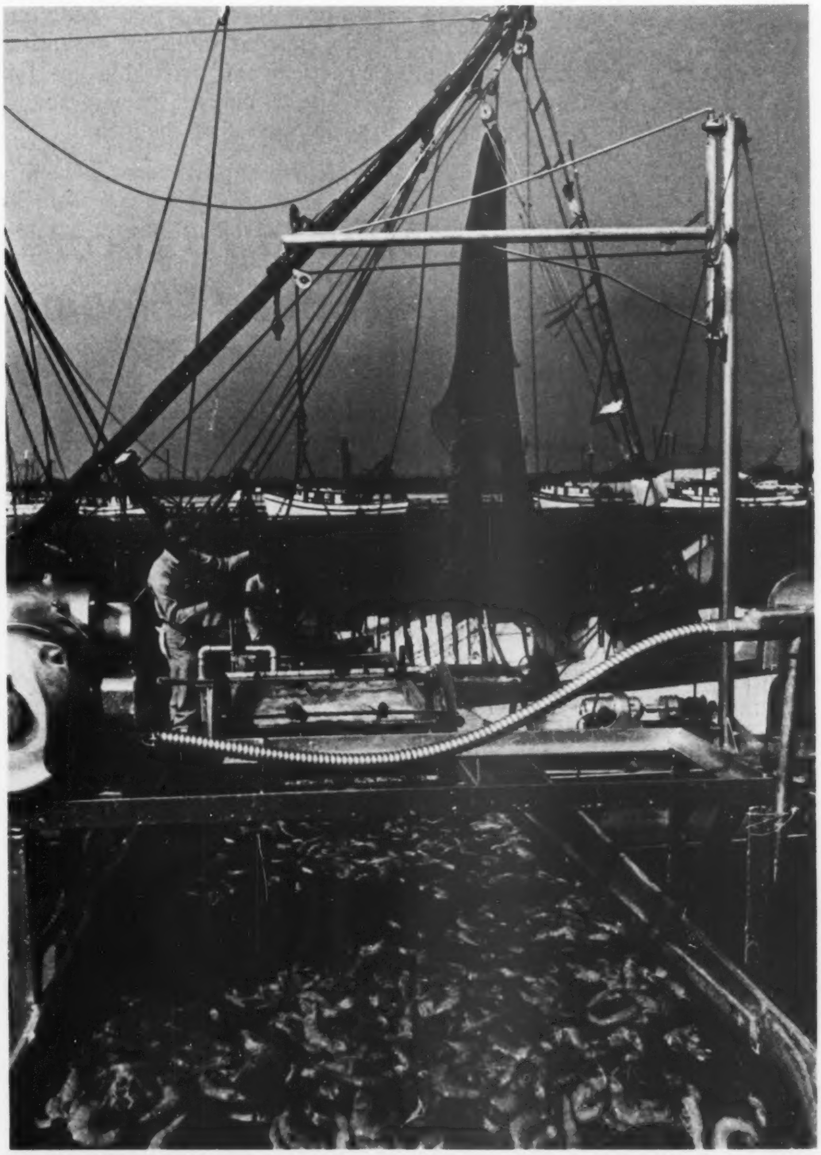
- As a papermaking additive to improve the wet-strength properties of newsprint and other paper;
- As an additive to baby food formulations;
- As a coagulant in the treatment of water supplies, sewage, and waste water;
- As an additive to stomach antacids;
- In the treatment of wounds;
- For controlled, long-term release of herbicides and insecticides;
- In textile finishes;
- In water-base paint emulsions;
- As a new synthetic fiber;
- As a food thickener;
- Manufacture of films and specialty adhesives.

Alternate methods

The chitin-chitosan plant, operated by Food, Chemical and Research Laboratories, Inc., of Seattle, was built in response to growing demands for alternate methods for the disposal of the thousands of tons of lobster, shrimp, and crab carcasses annually dumped in ocean and nearshore regions, which creates a pollution problem as such material is highly resistant to biodegradation. In many areas, small seafood processors may be forced out of business as environmental regulations prohibit the dumping of untreated shellfish wastes into coastal waters.

Recognizing that this situation threatens the existence of an important segment of the food industry, NOAA's Office of Sea Grant provided support to a research program at the University of Washington and sought other ways to develop economically sound ways of utilizing waste products from marine food processing plants. The chitin-chitosan program is an important part of this venture.

Basically, chitin is the structural material that holds together the shells of crustacea such as crab,



USABLE WASTE—*Shells of shrimp, such as those shown here, and other shellfish have long been considered waste by the seafood industry. Their disposal offshore pollutes the environment. Now a method has been found to convert the shells into a cellulose-like substance of commercial value to a variety of industries. Chitin, as it is known, is being produced at a small pilot plant in Seattle, Wash.*

shrimp, lobster, and crayfish.

At the Seattle plant, the leg shells of Alaskan King Crabs and local Dungeness Crab are processed for chitin. This process is linked to another process which produces fish protein concentrate. This sister process, developed through the University of Washington Sea Grant Program, complements the chitin process and vice-versa, extracting the protein from the residues and leaving a dry shell. Together, the processes totally utilize fish and shell wastes introduced to the plant.

Operating at full capacity, the plant can produce about a ton of chitin each month. Food, Chemical, and Research Laboratories, Inc., is considering a second, larger plant.

NOAA has guaranteed the pilot plant a market by purchasing $48,000 worth of chitin and chitosan during 1972-74. These materials are distributed for the Sea Grant Program through the Oceanographic Institute of Washington on request to researchers throughout the country who are studying the uses of chitin and chitosan in new products and markets.

The pilot plant in Seattle, according to NOAA officials, may be the prototype for a fledgling chitin/chitosan industry, providing a practical and profitable use for the 75 to 83 percent "waste" found in most species of shellfish.

—NOAA

Scientists Devise Method To Locate Gulf Stream; Should Speed Shipping

A relatively simple method for locating and following the maximum surface current of the Gulf Stream which should significantly speed Atlantic coastal shipping has been devised by scientists of Commerce's National Oceanic and Atmospheric Administration (NOAA).

Working at NOAA's Physical Oceanography Laboratory in Miami, the scientists recognized that the erratic behavior of the meandering warm stream precluded accurate determination of the position of the strongest current using surface temperature data alone.

The new technique involves simple and economically feasible measurements of water temperature by the transient ship at a depth of 656 feet and infrared pictures of the Gulf Stream from satellites. The result is an accurate indication of the location of the maximum surface current.

Shorter transit times and reduced shipping costs resulting from application of the method are expected to be of appreciable benefit to consumers of commodities carried in such commerce.

Issuing from the Florida Straits, the warm Gulf Stream current moves through the western Atlantic off the North American coast, a major shipping lane. With maximum current speeds of greater than three knots, the Gulf Stream has been used for hundreds of years to reduce transit time for northbound shipping, while avoiding it has been of great benefit to ships moving down the coast.

Franklin's chart

Its importance was recognized by many individuals through the years, including Benjamin Franklin who, as Postmaster General of the American colonies, commissioned a chart of the current to be published more than 200 years ago.

The Gulf Stream was described 100 years later by the superintendent of the U.S. Coast Survey, as "the great hydrographic feature of the U.S. coast." By 1900 a mean location of the maximum current had been determined by painstaking observations made from anchored ships and this location has been noted on all subsequent charts.

Past investigations of the Gulf Stream have revealed that 200 meters below the maximum surface current, the water temperature changes rapidly from cold coastal water to warm Sargasso Sea water.

Infrared photos

Use of subsurface temperature alone to reduce transit time for shipping does not always work because the Gulf Stream often contains large eddies and meanders hundreds of miles in extent. These disturbances in the Gulf Stream are readily seen on satellite infrared photographs. Knowing of their position, a subjective decision can be made on the extent to which the maximum current should be followed. Conversely, southbound shipping can use the satellite images to avoid the current completely.

—NOAA

Marine Advisory Unit Set Up To Aid Fishing Industry, Sea Mining

A NOAA Marine Advisory Service, designed to put information on marine resource utilization directly into the hands of people who need it, has been established by Commerce's National Oceanic and Atmospheric Administration.

Present areas of emphasis, which will be expanded and assisted by the national program, are commercial and sports fishing, seafood processing and marketing, coastal zone management, marine recreation, and marine science education for the general public. Emerging areas of emphasis include aquaculture, marine mining, and maritime transportation and port development.

"The NOAA Marine Advisory Service will link the findings of scientists and engineers to all who seek livelihood or recreation from the sea," according to Dr. Robert M. White, NOAA Administrator. "We are building upon the successful 60-year tradition of the agricultural extension service, linking colleges and universities to users at the grassroots level," he said.

"The most important element," said Dr. White, "will be feedback from users to researchers—taking user needs back to the scientists, engineers and managers for solution."

The Sea Grant Advisory programs that have already been established on every salt water coast and the Great Lakes will be part of the NOAA Marine Advisory Service. Howard H. Eckles, formerly NOAA's Assistant Associate Administrator for Marine Resources, has been appointed Acting Program Manager of the new service.

"We want to increase the effectiveness of the marine advisory agents who walk the waterfront and work with fishermen, planners, seafood processors, marina operators, and the like," says Eckles. "We will emphasize meeting the needs of our field agents and their clientele, not building an administrative staff in Washington. The example and experience of the successful university-based Sea Grant marine advisory programs and the National Marine Fisheries Service extension efforts will be fully used."

Among the initial efforts to be undertaken will be the designation of marine advisory lead units in the various states, chiefly at colleges and universities. The new Service will also work toward formation of programs in coastal states where they do not now exist, and will provide regional briefings of marine advisory personnel.

—NOAA

Patents Ready for Licensing

Commerce currently has custody of some 250 active patents which are available for licensing to private industry. Most of these patents cover inventions developed at the National Bureau of Standards. The Bureau encourages use of its achievements for public benefit.

Coastal Study Will Enable Planners To Cope Better With Water Pollution

Data enabling planners to cope better with coastal water pollution and to determine state and federal seaward boundaries is expected to be obtained from a concentrated two-year environmental study of the coastal waters off northern Florida, Georgia, South and North Carolina by Commerce's National Oceanic and Atmospheric Administration (NOAA).

Ships, a plane, a hydrographic field party and land support units will carry out the program in coastal waters extending from Cape Hatteras, N.C., to the vicinity of Cape Kennedy, Fla., and out to sea as much as 300 miles. The water depths to be surveyed range from the surf zone area to 16,000 feet depth.

This study of the southeastern coast of the U.S., dubbed Project SCOPE for Southern Coastal Plains Expedition, is designed to compress within two years projects which had previously been programmed for the next 12 to 15 years. Similar concentrated studies are being planned for other east coast areas after the present survey is completed.

Fact-finding program

Carried out by NOAA's National Ocean Survey, the study is a scientific and fact-finding program which combines the resources of NOAA and academic, regional and state agencies in solving environmental problems in the coastal zone. The expedition is designed to provide coastal zone planners with data which will enable them to predict the consequences of both nature's and man's activities in these areas. Complete processing of the data will be accomplished in about a year, following completion of the field work.

As Dr. Robert M. White, NOAA Administrator, has pointed out, "the coastal zone is important economically, esthetically and ecologically. Shipping routes crisscross the waterways and harbors dot the coast. Commercial and sports fishermen hunt finfish and shellfish while an increasing number of aquaculture projects seek to grow and harvest these living resources. Oil companies pump millions of barrels of raw petroleum from offshore deposits and mining firms dredge vast quantities of sand and gravel from the bottom. Industry, power plants, land developers, and marina operators vie for a place on the shores, and citizens on holiday seek beaches for swimming, sunning or surfing and other forms of recreation.

Preserving the coasts

"Reconciling these many demands while preserving the coasts for future use requires careful state planning," says Dr. White.

President Nixon signed the Coastal Zone Management Act of 1972 last October. The Act establishes a national policy of preserving, protecting, developing and where possible restoring and enhancing the resources of the coasts. Primary responsibility for coastal zone management remains with the states and the federal role is to encourage and assist the states to exercise this responsibility effectively.

As far as the SCOPE project is concerned, aerial photography of the coastline will provide photos to coastal zone managers preparing base maps for delineating coastal zone activities. In southern Georgia, new aerial photography will be used to delineate the mean low water line (the federal boundary) and the mean high water line (the state boundary). Recent photography will be used in all other shore areas.

The field work will terminate in mid-December 1974. *—NOAA*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Submarine dredging apparatus. An underwater dredging device comprising a self-propelled submersible mechanical craft having devices and equipment to carry out dredging work underwater, and means for supplying electrical energy from an external source to operate these devices and equipment, and control devices thereof, the control devices being contained in a watertight bell capable of accommodating one or more operators Patent No. 3,706,142 issued to Guido Brunner, Milan, Italy, and assigned to Shell Oil Company, New York, N.Y.

Dental articulator. Dental supports for clutches in an articulator are described which are used to facilitate the mounting of the clutches and their dependent dental instruments in an articulator. The supports comprise a base member which is removably attached to the dental cast support screw of each articulator frame member with a telescoping member that bears a clutch support plate that can be locked to the base member at any desired extension. The supports are used when the adjustable fossa and incisal guides of the articulator are to be set to duplicate a patient's border mandibular movements. In this method, a pantograph with attached clutches is positioned in the articulator in the proper anatomical relationship to the articulator control surfaces. The clutch support plates of the accessory of this invention are then extended from their base members into proximate positions to their respective clutches, a curable plastic is placed between the clutches and the support plates, and the articulator is maintained in its centric position until the plastic cements the clutches to their support plates. Patent No. 3,708,882 issued to Niles F. Guichet, 320 Olympia Place, Anaheim, California.

Diamond drill bits. Diamond drill bits for drilling oil, gas, water, mining and similar bore holes in formations, in which cube diamonds are set in the drilling face of a bit with diamonds arranged in generally radial rows and with the leading or cutting faces of the diamonds also arranged generally radially to enhance cutting of certain formations, such as relatively soft or evaporite formations. The leading faces of the rows of diamonds form the trailing sides of fluid waterways or channels through which drilling fluid flows. In some form of bits, conventional generally round rows of diamonds are used in conjunction with the cube diamonds to limit the depth of penetration of the cube diamonds into the formation. Patent No. 3,709,308 issued to David S. Rowley, and Charles E. Ward, both of Salt Lake City, Utah, and assigned to Christensen Diamond Products Company, Salt Lake City.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette.* Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C., 20402.

Science Calendar

March 5-6—Louisville, Ky.—Executive Inn Motor Hotel. Third Annual Environmental Engineering and Science Conference. Sponsored by University of Louisville and the International Association for Pollution Control.

March 14-16—Chicago, Ill.—Conrad Hilton Hotel. Industrial Water & Pollution Conference and Exposition. Sponsored by Water and Wastewater Equipment Manufacturers Assn.

March 19-21—Gaithersburg, Md.—National Bureau of Standards. National Roofing Technology Conference.

March 23-25—Hill City, Kan.—Mid-America New Ideas Fair, Graham County Fair Grounds. Information: Hill City Chamber of Commerce, Hill City, Kan.

March 27 — Gaithersburg, Md. — National Bureau of Standards. ANSI Committee on Consumer Education. Contact: T. W. Lashof, 921-2983.

April 4—Gaithersburg, Md. — National Bureau of Standards. Minicomputer Symposium. Contact: Eric Swarthe, 921-3545.

April 4-7 — San Mateo, Calif. — Northern California Industrial Exposition, Hall of Inventions. Information: Northern California Industrial Exposition, Freeman and Associates, 77 Jack London Square, Oakland, Calif.

April 9-10 — Gaithersburg, Md. — National Bureau of Standards. Federal Information Resources Conference.

April 23-26 — Washington, D.C. — Sheraton Park Hotel. American Physical Society. Contact: K. G. Kessler, 921-2001, or W. R. Tilley, 921-2493.

May 6-11—Hartford, Conn. — Annual meeting of the National Conference of States on Building Codes and Standards. Contact: NCSBCS Secretariat, Center for Building Technology, NBS, Washington, D.C., 20234.

May 8-9—Gaithersburg, Md.—National Bureau of Standards. Color & Appearance Symposium. Contact: T. W. Lashof, 921-2983.

INTERNATIONAL COMMERCE REPORT

- **Report on textile equipment market in Turkey, Iran**
- **Washington official trade briefs**
- **Current economic situation in Denmark, Panama, Chile**
- **Calendar for world traders**
- **Trade, investment opportunities from around the world**

Global Catalog Network To Aid U.S. Sales

Product catalogs of U.S. companies will be given continuous exposure at prime trading sites overseas in a program being set up by an American export expansion unit, with the help of a spectrum of governmental and business organizations.

Called the Global Catalog Marketing Program, the new effort aims to place specific sales information in about 700 locations worldwide and then encourage foreign buyers to make purchases. The World Trade Information Center, Inc., Estes Park, Colo., has devised the program.

The catalogs, catalog excerpts or other product descriptions furnished by the participating companies will be placed with American embassies and consulates, affiliates of U.S. banks overseas, offices of Pan American World Airways, Trans World Airlines, steamship lines, U.S. port promotion centers, American Chambers of Commerce abroad, and trade associations. They will also be used in connection with U.S. Department of Commerce overseas Trade Centers, trade fair exhibitions and catalog shows, and will be available at U.S. Information Agency libraries.

Product lines will be categorized by Standard Industrial Classification (SIC) number, and an alphabetical index by product type will be printed in French, German, Spanish and Japanese, as well as in English. The export catalog files are to be updated every 18 months.

To call attention to the catalogs, the World Trade Information Center will be sending promotional brochures in local languages to thousands of importers, agents, distributors, manufacturers, foreign government purchasing officials and trading companies interested in handling American products. U.S. Commercial Attaches will advertise the catalog files in the commercial newsletters they publish in many major trading countries.

By arrangement with the Long Lines division of the American Telephone and Telegraph Co., overseas buyers noting products of interest in the catalog files will be encouraged to make collect calls from the catalog locations to the U.S. sales headquarters of participating firms.

For more information on the Global Catalog Marketing Program, **write:** W. O. Myers, President, World Trade Information Center, Inc., 2 Stanley Meadows, Estes Park, Colo. 80517.

CONFERENCE IN TURKEY—*In Ankara, U.S. trade mission met with official of Government-held Sumerbank, largest single owner and operator in Turkey's textile industry. At head of table, above: Hizir Geylan, Director General, Sumerbank. On his right, clockwise: mission members Kenneth E. Fish, Marshall & Williams; Stephen W. Thompson, Colman Textile Machinery Co.; Joseph T. Lamb, Parks-Cramer.*

Textile Industries In Iran And Turkey Lively Markets

An American product aiming at an improved sales position in Turkey and Iran has excellent current advantages there: ready financing, competitive prices, and attractive servicing conditions. The product is textile machinery; the market assessment is that of a recent trade mission.

The mission happened to follow Eximbank President Henry Kearns into the two countries, and his assurances to leaders in Government and the financial community that Eximbank credits are available to back purchases of American textile machinery had an obvious effect. Five-year plans in both nations emphasize rapid expansion in textile production. Against that background the mission recorded multimillion-dollar projections — anticipating $42 million in sales in Turkey alone.

The eight businessmen comprising the group agreed that to maintain constant market visibility in these two countries an agent is mandatory. Seven were appointed.

Fast growth in Turkey

In Turkey, where the fastest growing industry today is textiles, the mission members visited Istanbul, the financial center; Izmir and Adana, the manufacturing centers; and Ankara, the capital. They toured several textile mills, and talked with Government officials, industrialists, and bankers.

Of the Turkish market, Mission Director David S. Williamson, who heads the Commerce Department's Atlanta Field Office, commented:

"U.S. firms are now competitive with firms in the United Kingdom, Italy, Switzerland, Germany, and Japan because of Eximbank's positive credit policy, a near-equal cost basis, and a natural desire of most mills to install U.S. made machinery. The consensus therefore is that probably delivery schedules are determining criteria for a country impatient to reach its goals."

A decree last year by the Government of Turkey exempting textile machinery from import duties spurred growth of the industry—about 75 percent of which is controlled by the private sector and 25 percent through the Government-held Sumerbank. Under the five-year program, 1972-76, the number of spindles is to be expanded from the present 1.2 million to 3.5 million. Sumerbank plants alone plan to spend $9 million in 1974, $15 million in 1975, and $20 million in 1976.

The Bank's Director General, Hizir Geylan, remarked to the mission: "Sumerbank is ready and willing to buy U.S. machinery now that it is competitive with its European counterparts," and invited U.S. firms to bid formally on each procurement as specifications are announced. Both the private sector and Sumerbank welcome joint ventures and licensing arrangements, Williamson noted.

Mission member Kenneth Fish, Marshall & Williams Co., Providence, R.I., suppliers of tenter frames, dryers, and curers, saw the prospects for his company's products in Turkey this way: "The finishing machinery market is not expanding in any great quantity at this time. In the next two or three years the market should be as active as the spinning market is today. However, this is the time for development and advertising."

More mills for Iran

In Iran, the mission met with the Ministry of Industry and the National Plan Organization in Tehran and visited textile mills and the Textile Committee of the Chamber of Commerce in Isfahan. The group observed that expansion of the industry is in its first stages.

Iran's current five-year plan, 1973-78, calls for rapid growth in textile manufacturing, including erection of 14 cotton textile mills—

a half-million-spindle expansion program. At present, 87 percent of textile manufacturing is within the private sector, and this ratio is expected to continue.

Because of Eximbank's liberal credit policy and the country's economic stability, says Williamson, financing poses no problem. Also, as in Turkey, there is a genuine desire to use American machinery now that its cost is competitive with that of European and Japanese manufacturers. Both the Government and private sectors indicate a strong desire for joint venture arrangements and licensing.

Key words

"There are literally hundreds of small plants throughout Iran and about 12 large vertical type manufacturers," reported A. Caporossi, Morrison Textile Machinery Co., Fort Lawn, S.C. "These large concerns are those we can help the most by exposing them to new processing methods which will result in lower costs and better quality control. More efforts will be in this direction. It is important to have an agent here. Promotion and exposure are the key words."

George A. Ellsworth, Commercial Attache in Tehran, evaluated the mission as it departed: "All in all, I think we have laid the basis for substantial short- and medium-term sales of the very best textile equipment and systems in the world. And, I would not be surprised at the birth of joint ventures resulting from this 'few nights' stand.' "

In addition to those mentioned, U.S. businessmen serving on the mission were: Marshall Fulp, Bahnson Co., Winston-Salem, N.C.; Joseph T. Lamb, Parks-Cramer Co., Fitchburg, Mass.; K. G. Lytton, Fiber Controls Corp., Gastonia, N.C.; David F. L. Marshall, Saco-Lowell, Div. of Maremont Corp., Greenville, S.C.; Scott O. Seydel, Seydel International, Atlanta, Ga.; and Stephen W. Thompson, Colman Textile Machinery Co., Rockford, Ill.

World Trade As 'New Ball Game' Theme Of March Chicago Conference

Fast-changing economic, social and political conditions worldwide require new ways of doing business with other countries, say planners of the 1973 Chicago World Trade Conference in centering on the theme, "World Trade—A Whole New Ball Game."

More than 1,500 U.S. business executives are expected to attend the 36th meeting March 7-8. It is sponsored jointly by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago.

In announcing that Secretary of Agriculture Earl L. Butz and I. W. Abel, president of the United Steelworkers of America, will be among the principal speakers, conference chairman James H. Ingersoll pointed out that agricultural products are among the biggest U.S. exports and labor is involved in world trade as it affects the domestic market. Ingersoll is vice president-international of the Borg-Warner Corp.

Robert McLellan, vice president and manager of international development for the FMC Corporation and a former Assistant Secretary of Commerce for Domestic and International Business, is co-chairman of the conference. Other U.S. Government, industry, and labor officials, and leaders from Japan, France, and the United Nations will participate.

General sessions and discussions will focus on such subjects as: Europe Enlargement of the European Economic Community—Profits or Problems; Overcoming Political and Philosophical Barriers in East-West Trade; U.S.-Japan Relations in a New Asia; International Monetary Reform — Challenge and Response; World Social and Economic Trends—a United Nations Overview; World Trade and Investment and the American Worker; and the Agribusiness Challenge.

Concurrent seminars will consider trends in trade with Eastern Europe, the USSR, and China; financing taxation of international business; small firms in international business; the form and function of future international organizations; legal aspects of world business transactions; international marketing, advertising, and promotion; transportation—land, sea, and air; and the impact on jobs of exports, imports, and investments.

NEEC Chemical Unit Asks Trade Progress

An advisory group representing the U.S. chemical industry has published a report calling for measures aiding an accelerated expansion of chemical exports. The action was taken by the Industry Advisory Committee on Chemicals of the National Export Expansion Council.

The chemical committee concludes, among its recommendations, that "Foreign investment stimulates exports of chemical products, thereby protecting and creating jobs in the United States and improving the U.S. balance of trade."

The committee is headed by Harvey J. Taufen, Vice President, Hercules, Inc. Its views do not necessarily reflect official U.S. Government positions.

In addition to urging encouragement of U.S. investment abroad, the committee asked the U.S. to push for multilateral action against tariff and non-tariff barriers, asked for improvements in financing and transport, and requested moves toward worldwide uniformity in antitrust policies.

The NEEC Industry Advisory Committee Report on Chemicals is available without charge from the National Technical Information Service, Room 1617, U.S. Department of Commerce, Washington, D.C., 20230.

Washington's

Official Trade Briefs

This article is another in a series of reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislation and Tariff Policy Division of the Bureau of International Commerce's Office of International Trade Policy.

THE PRESIDENT

Economic Report to Congress: On Jan. 31, the White House transmitted to the Congress the Economic Report of the President for 1973. The 300-page document outlines the Administration's economic record during 1972, including the stabilization program to control inflation. The report calls attention to the need for comprehensive reform of the international economic system, including changes in monetary and trading arrangements, and in national policies having a significant impact on international transactions.

Increased Oil Imports: On Jan. 17, President Nixon signed a proclamation suspending all controls on imports of No. 2 heating oil during the period Jan. 1-Apr. 30 and establishing the 1973 import program for crude and unfinished oils and finished products imported into areas east of the Rocky Mountains. Import levels for these products will be allowed to increase in 1973 to 2.7 million barrels per day, 915,000 barrels per day more than last year. The action was taken to supply the expanded demand for petroleum and petroleum products and to help deal with the threat of a temporary shortage of No. 2 heating oil.

CONGRESS

Since the opening of the 93rd Congress, some 115 trade and related bills have been introduced. In addition to last month's introduction of S. 151, Senator Vance Hartke recently has introduced various provisions of this legislation as the following separate bills: S. 435, S. 439, S. 441, S. 442, S. 443, and S. 447. Other legislation not previously reported in the Official Trade Briefs column includes:

S. 387, to provide for duty-free importation of bitters containing spirit but not fit for use as beverages; S. 714, to increase duty rates on prepared and preserved pineapple and concentrated pineapple juice; H.R. 1500, to provide for orderly trade in fresh fruits and vegetables; H.R. 1563, to prohibit sale or importation of eyeglass frames or sunglasses of cellulose nitrate or other flammable materials; H.R. 1831, to provide that foreign-made products be labeled to show country of origin; H.R. 1930, to amend the Tariff Act of 1930 to apply countervailing duties to duty-free merchandising causing injury to domestic industry and to expedite findings and determinations under countervailing duty procedures; H.R. 1931, to promote the foreign policy and trade interests of the United States by providing authority to negotiate a commercial agreement with Romania.

Also, H.R. 2323, to continue through June 30, 1974, suspension of duties on certain forms of copper; H.R. 2324, to continue through June 30, 1975, the existing suspension of duties for metal scrap; H.R. 2393, to amend the Trade Expansion Act of 1962 with respect to workers' readjustment allowances; H.R. 2394, to provide for orderly trade in iron and steel products; H.R. 2418, to suspend for a 2-year period the duty on crude barium sulfate; H.R. 2662, to amend the U.S. Tariff Schedules (TSUS) to suspend the duty on certain aircraft components; H.R. 2839, to provide for duty-free treatment of the copper content of all copper-bearing ores, to permanently suspend the duty on copper waste, copper scrap, and certain forms of copper, and to repeal the market price test for determining rates of duty on copper-bearing materials.

Also, H.R. 3347, to prohibit importation into the United States of commercially produced domestic dog and cat animal products; H.R. 3368, to amend the TSUS with respect to the rate of duty on olives; H.R. 3402, to provide for orderly trade in antifriction ball and roller bearings and parts; H.R. 3430, to prohibit importation into the United States of live venomous reptiles; H.R. 3630, to extend for 3 years the period during which certain dyeing and tanning materials may be imported duty free; H.R. 3747, to protect collectors of antique glassware and china against manufacture in the United States or importation of imitations of such glassware; and H.R. 3902, to provide for free entry of certain cotton bags for Hamilton Specialties, Inc., Brooklyn, N.Y.

TARIFF COMMISSION

Escape Clause Investigation—Brass Wind Musical Instruments: Sending its evenly divided report to the President on Jan. 26, the Tariff Commission completed the escape clause investigation on brass wind musical instruments and parts. Chairman Bedell, Vice Chairman Parker, and Commissioner Moore found that brass wind musical instruments and parts are—as a result in major part of concessions granted under trade agreements—being imported in such increased quantities as to threaten to cause serious injury to the domestic industry producing such articles. They further found that, to prevent serious injury, the duty rates on such articles should be increased to 20 percent ad valorem (the rate which had been applicable prior to the 1968 Kennedy Round reductions).

Commissioners Leonard, Young, and Ablondi found in the negative. Under the law, the President may consider the findings of either group of Commissioners as the finding of the Commission. If the President agrees with the affirmative finding, he may impose import restrictions, including increased tariffs or quotas, and may authorize adjustment assistance either in combination with import restraints or separately.

Escape Clause Investigation—Pianos: On Jan. 30, the Commission (Commissioner Ablondi dissenting) reported to the President its opinion that termination of the current escape-action rate of duty on imported pianos, except grands, would impair the efforts of the domestic industry producing such pianos (uprights) to achieve viable operations. The Commission's report was submitted in accordance with section 351(d)(3) of the Trade Expansion Act of 1962, which requires the Commission, at the request of the domestic industry, to advise the President of its judgment as to the probable economic effect on the industry of termination of escape-clause rates of duty.

Following a Commission finding that the domestic industry was being threatened with serious injury because of increased imports, the President in 1970 suspended Kennedy Round tariff reductions on upright pianos at the second stage rate—13.5 percent ad valorem—for 3 years. Unless the escape clause rate of duty is extended by the President, the staging of Kennedy Round reductions is to resume Feb. 21, 1973, with a duty of 11.5 percent ad valorem.

Escape Clause Investigation—Men's and Boys' Neckties: At the request of the petitioner, the Commission has discontinued, without prejudice, its investigation of men's and boys' neckties. The investigation was instituted Nov. 3, 1972, on petition of the Men's Tie Foundation, Inc., to ascertain whether increased imports were causing or threatening serious injury to the domestic industry.

Economic policy actions involving realignment of currency values, proposed trade legislation, and termination of U.S. controls on capital movements were announced Feb. 12 (at deadline for this issue) by Secretary of the Treasury George P. Shultz. They are summarized in the following passages from the announcement:

"First, the President is requesting that the Congress authorize a further realignment of exchange rates. This objective will be sought by a formal 10 percent reduction in the par value of the dollar from 0.92106 SDR to the dollar to 0.82895 SDR to the dollar. (ED. NOTE: SDR is the Special Drawing Rights international reserve asset of the International Monetary Fund.)

"Consultations with our leading trading partners in Europe assure me that the proposed change in the par value of the dollar is acceptable to them, and will therefore be effective immediately in exchange rates for the dollar in international markets. The dollar will decline in value by about 10 percent in terms of those currencies for which there is an effective par value, for example, the Deutschemark and the French franc.

"Japanese authorities have indicated that the yen will be permitted to float. Our firm expectation is that the yen will float into a relationship vis-a-vis other currencies consistent with achieving a balance of payments equilibrium not dependent upon government intervention.

"Second, the President has decided to send shortly to Congress proposals for comprehensive trade legislation. Prior to submitting that legislation, intensive consultations will be held with Members of Congress labor, agriculture and business to assure that the legislation reflects our needs as fully as possible.

"Third, in coordination with the Secretary of Commerce, we shall phase out the Interest Equalization Tax and the controls of the Office of Foreign Direct Investment. Both controls will be terminated at the latest by December 31, 1974. I am advised that the Federal Reserve Board will consider comparable steps for their Voluntary Foreign Credit Restraint Program."

Escape Clause Investigation—Ball Bearings: The Commission has opened a new escape clause investigation to determine whether the domestic industry is being injured by increased imports of antifriction balls, ball bearings (including such bearings with integral shafts), and parts, provided for in TSUS items 680.30 to 680.36, inclusive. A public hearing will be held at 10 a.m., April 3, at the Tariff Commission Bldg., Eighth & E Sts., NW., Washington, D.C.

Adjustment Assistance—Firms: On Jan. 30, the Commission found that Dainty Maid Footwear, Inc., Gettysburg, Pa. **(women's footwear)** and its workers do not meet the requirements of the Trade Expansion Act of 1962 to apply for adjustment assistance.

The Commission has opened two new investigations on behalf of companies alleging injury due to increased imports. After examining the effect of imports, the Commission will determine whether the following firms producing **women's footwear** are eligible to apply for adjustment assistance: Dover Shoe Manufacturing Co., Somersworth, N.H., and Consolidated National Shoe Corp., Norwood, Mass.

Adjustment Assistance—Workers: The Commission has opened investigations into the effect of imports on seven petitioning groups of workers at the following plants: Eaton Corp., Detroit **(automotive springs, clutch discs and rear deck lid torsion bars)**; Dover Shoe Manufacturing Co., Somersworth, N. H. **(women's footwear)**; Hammond Shoe Corp., Worcester, Mass.; and the Webster, Mass., and North Grosvenor Dale, Conn., plants of the Bates Shoe Division, Wolverine Worldwide, Inc. **(men's and boys' footwear)**; Imperial Cotton Mills, Eatonton, Ga. **(carded cotton yarns and woven fabrics of carded cotton yarns)**; Fisher Electronics, Inc., Milroy, Pa. **(radio-tape combination sets, headphones and loudspeaker systems, stereo and quadraphonic AM/FM radios, and radio-phonograph and radio-phonograph-tape player combinations)**; and certain plants of the Zenith Radio Corp., Chicago **(television and radio receivers, radio-phonograph combination sets, and phonographs)**.

In its investigations on behalf of worker groups, the Commission found in three cases that the criteria establishing eligibility for adjustment assistance were not met. Those involved in the negative determinations include workers at the following companies: Jerrold Electronics Corp., Philadelphia **(CATV components)**; Dainty Maid Footwear, Inc., Gettysburg, Pa. **(women's footwear)**; and Dorman Mills, Parsons, W. Va. **(fabrics of wool, manmade fibers, and blends)**.

Dumping Cases: The Commission recently initiated investigations to determine injury in connection with a case involving **manual hoists** from Luxembourg.

Section 337 (Unfair Import Competition) Cases: Following receipt of a complaint filed by Anthony J. Antonious and Ajac Glove Corp. of Ellicott City, Md., the Commission recently initiated a preliminary inquiry of alleged unfair methods of competition and unfair acts in importation and sale of **golf gloves.** The U.S. manufacturer has accused three firms which either import or sell the product of patent infringement.

The Commission also announced that on Mar. 29 the public hearing will be resumed in connection with a complaint filed by the Wurlitzer Co., Chicago, which alleged patent infringement in the importation of **electronic pianos.** Information pertinent to the investigation may be submitted to the Commission by March 23.

Following a preliminary inquiry based on a complaint filed by the Rottler Boring Bar Co. of Seattle, the Commission has initiated a full investigation with respect to alleged patent-infringing imports of certain **cylinder boring machines and boring bars.** The Commission decided not to recommend at this time that the President issue a temporary exclusion order. Location and date of a public hearing on this investigation will be announced.

OTHER AGENCIES

Treasury—Dumping Cases: The Treasury Department recently issued a formal dumping finding with respect to **northern bleached hardwood kraft pulp** from Canada. The finding of dumping is the final administrative requirement in antidumping investigations. Earlier, Treasury found that the product in question was being sold in the United States at less-than-fair value. (LTFV). The case was then referred to the Tariff Commission which determined that industries in the United States were being injured by reason of the LTFV sales. As a result of the action, all LTFV imports of northern bleached hardwood kraft pulp from Canada will be subject to special dumping duties.

Since the last Official Trade Briefs column (*Commerce Today*, January 22), Treasury has withheld appraisement on four articles: **stainless steel wire rods** from France, **highspeed tool steel** and **stainless steel plate** from Sweden, and **printed vinyl film** from Argentina and Brazil. Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reason to believe or suspect the existence of sales at LTFV. In the case of stainless steel plate from Sweden, Treasury also announced a finding of sales at LTFV. In other dumping investigations, negative determinations were made with respect to two products from the United Kingdom, **record changers** and **card clothing** (final findings), and on one product from Japan, **zippers and parts thereof** (tentative finding). The investigation of alleged LFTV sales of **electronic ceramic packages,** from Japan, has been discontinued (tentative action).

In other Treasury dumping activity, new investigations to determine if sales at LTFV are occuring have been initiated with respect to **polypropylene strapping** from Japan and **iron powder (excluding alloy and sponge iron powders)** from Canada. Treasury also announced that an extension of time was necessary to complete antidumping investigations involving **papermaking machinery** from Finland and Sweden and **sulphur** from Canada.

Commerce — Adjustment Assistance: On Feb. 6, the Department of Commerce announced trade adjustment assistance actions involving two manufacturers of **pianos,** Grand Piano Co., Inc., of Morganton, N.C., and Krakauer Brothers of New York City. Commerce certified a Grand Piano proposal under which the firm will be furnished financial assistance of up to $325,000 to aid in its recovery from injury sustained as a result of competition from increased imports caused by U.S. trade concessions. Krakauer was certified as eligible to apply for adjustment assistance and now may submit its proposal. Both actions are the result of President Nixon's 1970 authorization of individual firms in the piano industry to apply for certification of adjustment assistance eligibility in conjunction with escape-clause relief afforded the industry.

Labor—Adjustment Assistance: On Jan. 31, the Bureau of International Labor Affairs announced that about 200 former employees of the Wise Shoe Co., Inc., Exeter, N.H., whose employment was adversely affected by increased imports of **women's dress shoes,** have been certified as eligible to apply for trade adjustment assistance. The Labor Department certification follows a Tariff Commission report to the President that the workers became unemployed because of increased imports, which resulted in major part from trade agreement concessions.

In another action, Labor announced that approximately 130 former workers of the Carthage Marble Corp., Carthage, Mo., who lost their jobs as a result of increased imports of **marble and travertine products,** also have been certified as eligible to apply for adjustment assistance. The Tariff Commission, in its report to the President, had divided evenly on the question of whether the workers' unemployment resulted from increased imports due to trade agreement concessions. The Labor Department certification follows a subsequent decision by President Nixon to side with those commissioners voting affirmatively.

Interior — Endangered Species: The Secretary of the Interior proposed on Jan. 17 the addition of 18 species to the List of Endangered Foreign Fish and Wildlife. Seventeen are from Australia, including all large kangaroos; one, the aquatic box turtle, is found in Mexico. Listing of these species would result in a prohibition against importation, pursuant to the Endangered Species Conservation Act of 1969. The Secretary's proposal is based on evidence which shows these animals to be threatened with extinction. The kangaroos in particular have been under heavy pressure by hunters who sell their hides for leather and fur to a worldwide market. Interested parties have until March 18 to submit comments to the Director, Fish and Wildlife Service, U.S. Department of the Interior, Washington, D.C. 20240.

Agriculture — Sweetened Chocolate, Candy, and Confectionary: USDA announced Jan. 19 establishment of a quota limiting 1973 imports into the United States of sweetened chocolate (other than in bars and blocks of 10 pounds or more each), candy and confectionary to 198,730,000 pounds. Except for a portion reserved for chocolate crumb or powder, the quota is global and is to be filled on a first come, first serve basis.

Agriculture—Restrictions on Imports of Meat Products: Effective Jan. 30, USDA placed restrictions on meat imports from Norway, Japan, and Sweden to prevent introduction of foot-and-mouth disease and rinderpest into the United States. The three countries are considered free of the livestock diseases; however, they either import meat or live animals under less stringent restrictions than USDA accepts from countries infected with the diseases, or have a common border with countries that have the infection.

In addition, USDA officials removed Italy from the list of countries infected with African swine fever, a change which will permit the United States to import certain dried meat products from Italy without having to reheat them upon entry to kill the disease.

Agriculture — Tighter Requirements For Steers Imported From Mexico: Effective March 1, USDA will require that steers entering the United States from Mexico must be tested and certified as being free of tuberculosis within 60 days before entry. This requirement was adopted because of the progress made in this country toward eradicating bovine tuberculosis and the need to protect U.S. cattle further against possible introduction of the disease.

Chad's Development Plan Calls For Doubling GDP

The Republic of Chad's Second Development Plan (1971-80) has been drawn up in conjunction with the United Nations Development Program and envisions the doubling of Chad's $250 million gross domestic product by the end of the decade.

The major emphasis of the ten-year plan will go to increasing exports of cotton, livestock, gum arabic and fish. Priority in the manufacturing sector will be put on agricultural processing and import substituting industries.

Chad's investment code offers a special tax regime to companies considered of primary importance for its economy. Under the 1971-80 plan, specific oportunities exist for construction-related trade or investment in the following new industries: manufacture of matches, enamelled household products, and composition board for construction; food processing, including prepared fish and fish meal, pasta products, and a malt-house for beverages and animal feed; and non-food agro-industry.

U.S. companies interested in further information on these opportunities and the economic conditions in Chad may contact the Africa Division, BIC-244, U.S. Department of Commerce, Washington, D.C. 20230.

Shippers To Zambia Advised

The current unrest on the Zambia-Rhodesia border has resulted in the closing of all exit-entry points between the two nations. The border closure severely limits the shipment into Zambia of materials consigned to the port of Beira, Mozambique, and those consigned to South African ports, since access to Zambia from these ports requires transit through Rhodesia. U.S. firms exporting to Zambia via Rhodesia should adjust their freight forwarding instructions to take advantage of alternate routes.

Trade Fairs, Centers

U.S. Exhibitors Sought For Six Overseas Events

Shipping: Norway. NOR-SHIPPING '73, the fourth International Shipping Exhibition in Oslo will mark the inauguration of a pavilion sponsored by the U.S. Department of Commerce at this biennial trade show. The May 9-15 exhibition offers American companies an excellent opportunity to sell their products to Scandinavian users of shipbuilding, marine, cargo, and port equipment.

Keen interest is being expressed in automated systems to increase efficiency and in equipment to improve safety.

Norway's predominant position as a maritime nation provides an appropriate setting for this exhibition which attracts visitors from all parts of the shipping world. The 1971 show drew 14,900 trade visitors from 40 different countries.

American manufacturers of marine and shipbuilding equipment enjoy an excellent image in Scandinavia, and market investigation indicates strong demand for U.S. products.

Major U.S. exhibitors which have already signed up include: Satellite Positioning Corp., Ingersoll Rand, Hydro Products, Conch International, Philadelphia Resins, F & M Systems, Midland-Ross, Tideland Signal, Raytheon, ITT Mackay Marine, General Electric, Bailey Refrigeration, Nash International, Rochester Instrument Systems, Nelson Studwelding, Avco Lycoming and Porter Paint.

For details, call A. J. Beiring at 202-967-3838, or write him at BIC-224, U.S. Department of Commerce, Washington, D.C. 20230.

Commercial fishing: Spain. The U.S. Department of Commerce is sponsoring a pavilion at this year's World Fishing Exhibition at the Port of Vigo in Spain. The U.S. pavilion will accommodate ten firms. To be eligible for display at the Pavilion, equipment or materials must have 51 percent U.S. content by value or be identifiable by a U.S. name and manufactured in a plant having a minimum of 51 percent U.S. ownership.

Vigo, Spain's largest and one of Europe's leading fishing ports, will afford excellent opportunities for market exposure to the important Spanish fishing industry and that of neighboring Portugal. The international character of the Exhibition should also ensure the presence of potential buyers from many of the world's leading fishing nations.

Items of special interest to Spanish importers are sophisticated marine navigation equipment, such as gyroscopic compasses, echo sounders, sonar, and radio direction finders; and on-board fishmeal processing, fish filleting, freezing, and packaging equipment. The need for more sophisticated land and sea processing plants is increasing. Other export opportunities may be in special netting and related items.

The most competitive types of U.S. equipment for the Portuguese fishing industry are believed to be marine engines, radio navigation equipment, and on-board refrigeration, freezing, and processing equipment.

For details, or to reserve space, contact William Sugg at OIM-228, U.S. Department of Commerce, Washington, D.C. 20230, or call him at 202-967-2835.

Scientific instrumentation: Lebanon. The U.S. Regional Trade Development Office in Beirut has scheduled a June 25-29 showing of U.S. scientific instruments. Due to space limitations at the Center, only five firms will be able to exhibit. This presents an opportunity to establish representation or introduce new products into the growing Middle Eastern market. Call John Bodson at 202-967-5767.

Food processing machinery: Lebanon. Lebanese packers and growers are upgrading equipment to process fruits for export markets. There are good opportunities to name a representative or sell controlled atmosphere, grading, and sorting equipment. The U.S. Trade Developing Office in Beirut has scheduled an exhibit of food processing equipment for June 4-8. The promotion will be limited to five firms. For details, call Jackson Hearn at 202-967-5767.

Technology '73: Israel. The United States will maintain an official exhibit at the Oct. 23-31 Tel Aviv International Trade Fair, a major trade event for capital goods. Three major product groups will be exhibited: Instrumentation—including quality control, analytical, process and electronic instruments, materials handling equipment; Materials handling equipment; and Electric power generating equipment — including total energy systems, on-site power, motor generator sets, and ground power support equipment for commercial aircraft. Contact Frank Manzolillo at 202-967-3752.

Medical equipment: Mexico. Mexico's Social Security Institute has major plans for expanding its nationwide system. U.S. equipment is well known and usually preferred by doctors, hospital administrators and laboratory technicians. Present imports of $17 million are expected to double within five years. The U.S. Trade Center in Mexico City has planned a showing of medical equipment for Aug. 14-17, to help U.S. suppliers take advantage of this growing market. For details, call Porter Clary at 202-967-5040.

MAKING HIS POINT—*B. G. Cohen (r.), of Research Devices, Inc., explains the advantages of his firm's infrared microscope to prospective customers at London Trade Center exhibit of U.S. electro-optics items.*

U.S. Electro-Optics, Laser Items Found Ready Market At London Event

Newcomers to the U.K. market found a strong demand for American electro-optic and laser equipment at a recent exhibit at the U.S. Trade Center in London.

Representatives of firms which were exhibiting their products in the U.K. market for the first time were almost extravagant in their praise: "An outstanding exhibition in every respect . . . we met everyone we wanted to," Aerotech Inc.; "A fantastic success for all products exhibited," American Laser Corp.; "By far the best trade show we have ever participated in," Questar Corp.

Several first-time exhibitors came away as enthusiastic partisans. Dr. D. B. Medved, president of Meret Inc., presented three papers at the technical seminar, signed three European representatives, and predicts almost $2 million in sales during the next two years. He vowed to "spread the word" to other small firms not yet in exporting. President Merlin Applegate of Vari-Tech Inc., whose firm was making its first venture into exporting anywhere, is another who became enthusiastic after "the staff literally tried to do the impossible" for him.

Eighteen of the 47 exhibitors were seeking agents and distributors in the U.K. and other nearby markets. Nine agreements were signed during the show and negotiations were opened with 19 potential sales representatives, six possible licensees, and three prospective joint venture partners.

Instruments Show At Sydney Draws Top-Level Attendance

Exhibitors warmly commended the quality of the audience attracted to the U.S. Trade Center in Sydney's recent showing of American scientific instrumentation equipment.

"A large percentage of the attendees were the 'right' people," said the Leeds and Northrup representative.

"There is no question of the high quality of attendance . . . the targeting of the market promotion campaign was excellent," reported the man from International Equipment Co.

More than 1,700 visitors registered at the five-day event, which the Trade Center pronounced a major success when measured by almost any yardstick — immediate sales, projected sales, number of visitors, or achievement of exhibitor objectives.

Although 19 of the 21 exhibitors were new to the Australian market, only one was seeking a representative for its products, and negotiations with a prospective agent were opened during the exhibit.

BARNES ENGINEERING
Represented in Australia by:
THOMAS OPTICAL & SCIENTIFIC CO. PTY. LTD.
Products on Display:

ZAP, YOU'RE SOLD! *Keith Smith (r.), Australian representative of Barnes Engineering, demonstrates that firm's portable infra-red thermometer to a prospective customer at the Scientific Instrumentation exhibition at the U.S. Trade Center in Sydney. Another would-be buyer nervously awaits his turn.*

U.S. Exhibitors Welcome At Ten Upcoming Overseas Trade Events

U.S. exporters are welcome to exhibit their goods at ten upcoming international trade events:

First International Fur Trade Fair, March 6-10, Thessaloniki. The U.S. Embassy in Athens reports that Northern Greece's extensive fur industry makes this a promising forum for U.S. animal breeders, fur processors and exporters, and manufacturers of fur machines, implements and chemicals. Write: Foire Internationale de Thessaloniki, Thessaloniki, Greece.

Oyster Industry Equipment Show, April 5-8, Bordeaux. This show, the first of its kind in France, will cover material and equipment adapted or adaptable for all stages of the oyster industry including production, new processes, packing, shipment, and management. Write: Salon du Materiel Ostreicole, Mairie, 17390 La Tremblade, France, before February 15.

Institute of Electrical and Electronic Engineers trade exhibition, April 30-May 3, Tel Aviv. Exhibits usually cover a wide variety of components and equipment in the electronics field. The U.S. Embassy strongly recommends that prospective American exhibitors work through their Israeli agents. Contact: Miriam Malz, Exhibition Services Ltd., 49 Arlozorov St., Tel Aviv.

Exhibition of Forestry and Timber Eqpt., Transport, Building and Installation Eqpt., May 6-15, Bucharest. Additional information or application forms for this international exhibit are available from: PUBLICOM, Bd. N. Balcescu 22, Bucharest, Romania.

Australian International Education Exhibit and Conference, June 21-27, Melbourne. This biennial event attracted more than 6,000 visitors and exhibitors from 14 countries in 1971. Write: Educare Exhibitions Pty. Ltd., 151 Barry St., Carlton, Victoria 3053, Australia.

Schule 73, Ulm, Germany, June 23-30. This international trade fair for educational systems and products will be the first of its type in this area of Germany. The U.S. Consul in Stuttgart reports that prospects for the sale of American educational equipment seem quite promising and recommends that U.S. firms participate, either directly or through their German agents. Write: Hugo Vogel, Ulmer Ausstellungsgesellschaft Nachf., D-7900 Ulm Donau, P.O. Box 867, West Germany.

SYMPOMECH 73. The Third International Symposium and Exhibition of Mini-Mechanization in Construction, will be held from June 30 to July 6 in Zilina, Czechoslovakia. This exhibition will focus on materials, equipment, and systems used in finishing processes in the construction industry. Further information and space applications may be obtained by writing: SYMPOMECH Secretariat, Vaclavske N. 55, Prague 1, Czechoslovakia.

International Exhibition for the Agricultural, Food & Packaging Industries, Equipment for Tourism and Fishing, Oct. 14-21, Bucharest. This is one of the two major international exhibitions staged in Romania this year. For details or application forms, write: PUBLICOM, Bd. N. Balcescu 22, Bucharest, Romania.

96th Fall International Fashion Fair (IGEDO), Oct. 26-30, Duesseldorf. This event features displays of spring and summer clothing. For details, contact: IGEDO, Internationale Modemesse, GmbH., 4 Duesseldorf, Freiligrathstr. 28, Germany, or write to the German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

Second International Inventions Show, Nov. 23-Dec. 2, Geneva. The U.S. Embassy in Bern reports that the first exhibition, held last November, was an unqualified success and strongly recommends that U.S. inventors, licensors, patent and product developers take part in this year's show. Write: PROMEX, S.A.22 Rue du Mont-Blanc, 1201 Geneva, Switzerland.

U.S. To Sponsor Pavilion At Third Kinshasa Fair

The Republic of Zaire is holding its Third International Fair of Kinshasa—FIKIN III—from June 23 to July 8. The U.S. pavilion, operated by the Departments of Commerce and Agriculture and USIS, will feature transportation items.

FIKIN affords American firms the opportunity to widen their penetration of the growing, $2 billion Zaire market. Eighteen U.S. firms exhibited at the second Fair in 1971.

Interested firms should contact Myron Brockway Lawrence, U.S. Embassy, Kinshasa, Zaire, APO New York 09662.

JEEP Recruits Ride High Road To Export Profits

Six U.S. producers of security and fire protection equipment were introduced recently to the Japanese market through the first JEEP exhibition at the U.S. Department of Commerce's facilities in Tokyo and Osaka. They expect almost $7 million in sales during the coming year as a direct result.

Joint Export Establishment Promotions (JEEPs) are special efforts by the Commerce Department to attract new firms into exporting through setting up specific Trade Center shows for new-to-market exhibitors, and defraying up to $300 of the cost of overseas promotional activities and up to $100 of the cost of shipping unsold items back to the U.S. or to another JEEP show. All this is in addition to the regular Trade Center services.

TAKE IT ALONG—*Prospective buyers watch a demonstration of a portable water purifying system displayed by Entry International at Milan Trade Center showing of U.S. pollution control equipment. Projected sales set a Trade Center record.*

Exhibitors Found Their Buyers At Milan Pollution Control Show

The recent show of U.S. air and water pollution control devices at the U.S. Trade Center in Milan was a major success. Exhibitors were particularly pleased with the quality of the attendance.

"This show was well planned; the quality of the visitors was high. Our visitors were well-informed and provided a broad cross-section of our market," said Morgan Larkin, of UOP Air Correction Division.

"The extraordinary number of qualified buyers, users and decision makers that attended the exhibit and showed major interest in our products far exceeded our expectations," reported Gerald Kahl, vice president of Kahlsico International Corp.

Highest in history

Sales projections were the highest in the Milan Trade Center's history, with new-to-market firms accounting for 97 percent of immediate sales and 73 percent of expected sales for the twelve-month period following the show, although they represented only 56 percent of the exhibitors and more than half of them were classified as small firms.

Almost 300 leads were reported for agencies, distributors, licensees and joint ventures. Nine exhibitors named 12 representatives at the show and 12 other exhibitors expect to conclude agreements with 34 agents, two licensees, and two joint venture partners as a result of participating in the show.

In a 'never-say-die' scenario, strenuous efforts by Trade Center personnel to turn up contacts on the day after the show closed resulted in the appointment of an agent by a firm whose equipment had not arrived until the closing day of the show.

A total of 2,584 visitors registered at the November show, about 5 percent from outside Italy, and 60 percent from outside the Milan area.

Computer Magazine Sponsors Five-Nation Tour of U.S. Goods

In cooperation with the Commerce Department, *Datamation Magazine* is mounting a five-week touring exhibition of computer products and services in England, Sweden, France, Italy and Germany. *Datamation* hopes to generate exhibitors' export sales as well as promote the magazine's overseas readership.

Commerce's Office of International Marketing is making available U.S. Trade Center facilities on a between-shows basis in Stockholm, Paris and Milan. In London the present Trade Center cannot accommodate this large an exhibition, and an off-site location will be used. In Munich, the group will be part of the Commerce Department's exhibit at SYSTEMS '73.

This project combines the techniques and contacts of *Datamation* and OIM facilities abroad, and should culminate in a successful promotion of U.S. computers.

Datamation officials noted that the Commerce Department has been particularly successful in attracting quality buyers to its exhibitions.

Commerce experience with computer exhibitions has shown this to be a prime target area for exports. A typical Trade Center exhibition has attracted 1,500 attendees, and generated immediate sales of $750,000 with a projected 12-month sales potential of $10 million.

This is the second recent trade promotion effort by a U.S. magazine in the computer field to receive Commerce Department assistance. The Oct. 30 issue of *Commerce Today* told of motorized caravans of U.S. computer equipment being organized by *Computer World:* one to tour France and Belgium, another Germany, and a third to visit Scandinavia and the United Kingdom.

Worldwide Business Outlook

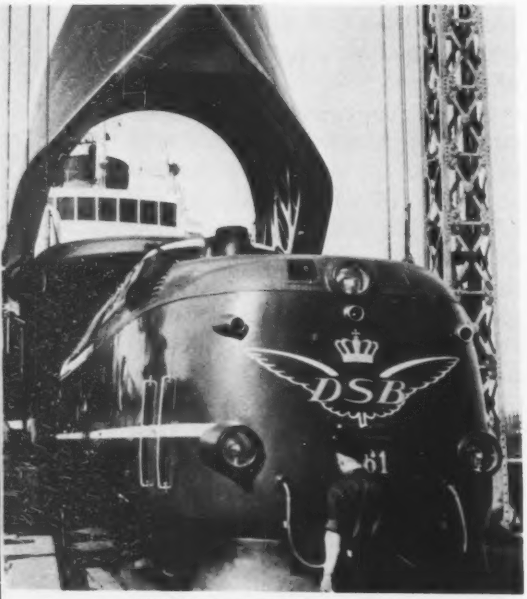
Denmark Joins The EEC In An Expansive Mood

Denmark's historic decision to join the European Communities significantly affects current and future economic developments as well as U.S. interests in Denmark. EEC accession, effective Jan. 1, does not solve Denmark's economic problems, but it provides conditions for expansion and a more balanced economy.

Contribution to Community

With the EEC issue decided, reports the U.S. Embassy in Copenhagen, Denmark is coming out of a period of relative slackness and is entering its new partnership in a spirit of rapid expansion. With a current growth rate of 4 percent, Denmark will add some $20 billion to Community GNP, more than $4,000 per capita in 1973.

More important, however, improved terms for Danish farm produce, as well as for industrial exports, should eventually permit expansion without those recurring strains on limited resources which have characterized the Danish economy for more than a decade.



MOVING INTO THE EEC—*A Danish State Railways engine pushes tourist carriage aboard the ferry to Germany at Rodby. EEC membership should help get Denmark's economy rolling again.*

The starting position is not bad, but the medium-term omens are not all that good. While the long-persistent deficit on the balance of payments was, in 1972, reduced to between $100 and $200 million, and the rate of inflation was no worse than in the rest of Europe, experience shows that demand pressures develop rapidly in Denmark during periods of expansion. These pressures, relieved of some of the restraints present in 1972, will increase the difficulty of controlling inflation and are likely to increase the balance of payments deficit sharply over the next several years.

Denmark enjoyed very favorable trade conditions in 1972. Rising activities in several of Denmark's markets benefited industrial exports and this gain was augmented by price advances for farm exports. At the same time, imports rose little or nothing and essential raw materials were procured at unchanged or lower prices. While the import surcharge, originally at 10 percent but gradually reduced and scheduled to be abolished at the end of March, has undoubtedly contributed to import restraint, an equally important factor has been business hesitation until Denmark's European position became determined.

While the Danish retreat behind the sheltering walls of the European Communities will create obstacles to a number of traditional American exports, especially in the agricultural area, the picture has some bright spots also. The Danish adjustment to EEC external tariffs will not be initiated until Jan. 1, 1974, and will not be complete until 1977.

Also, for industrial products, which constitute the better and growing part of American exports to Denmark, there will eventually be both downward and upward tariff changes—quite apart from what may happen in international trade relations before 1977. Presumably, for industrial products, the overall effect of Danish EEC membership will be limited, although the effects on individual commodities still remain unclear.

Raw materials (e.g., chemicals), which currently enter Denmark duty-free, will eventually become subject to duty, but the annual adjustments from 1974 onwards will, in most cases, be only some few percent each and should not be prohibitive for American exports. However, U.S. exporters may have to watch their prices.

On the positive side

On the more positive side, Danish market expansion, which should be considerably more rapid now than if Denmark had remained outside the Community, may well offer compensation in the form of expanded opportunities for the tougher competition which American exporters must be prepared to face.

The very cool Danish investment climate in 1972, and resultant import stagnation, temporarily broke the line of progress for American exports to Denmark. This applied also to other major suppliers of the Danish market, however. In dollar terms, U.S. exports declined 3-4 percent, with investment goods taking the brunt of the decline. Statistically, the picture was darkened by temporary drops in such major exports as aircraft and engines; a situation which will presumably correct itself.

It cannot be denied that U.S. industrial equipment showed greater sensitivity in the weak market than goods of European origin. Reportedly, however, part of the

European competition comes from American subsidiaries overseas.

With the anticipated investment recovery in 1973, U.S. equipment should be able to make up for the 1972 decline, but still harder competition is likely to be presented by Denmark's new partners in the Community.

Specific items of better than average potential would seem to be food processing and packaging equipment, bottling plants, and data processing equipment. The market for American instruments, which showed relative stability in 1972, may encounter some problems in 1973 due to austerity in public investment, but the industrial sector should provide compensatory gains.

Active market for plastics

U.S. exports of industrial chemicals are expanding satisfactorily in a relatively weak market, but pharmaceuticals show decline even though U.S. prices are reportedly quite competitive. Active marketing seems warranted in this area, as well as for plastic raw materials where American sales, though rising, do not fully exploit market potentials. Denmark is the largest per capita consumer of plastic products in Europe and the market may well be worth cultivating. Danish importers complain that the Danish market is too often used, by both European and American manufacturers, as a dumping ground for surplus plastic production rather than as a target for regular marketing.

Some of the smaller American export items registered handsome progress in the Danish market in 1972. Sales of Douglas fir plywood expanded considerably in pace with rising building activity; further progress may be expected in 1973, as the U.S. product is outpricing major competitors. Gains were also recorded for selected textile products (manmade fiber yarns and piece goods, grey goods, denims, corduroy). Although Danish textile imports from the United States are still small, as compared to the large volume of total imports, concerted American sales efforts are apparently able to cut gains from major European suppliers.

Danish grain import demand was reduced by large domestic grain crops in both 1971 and 1972, but U.S. corn with a dominant market position suffered comparatively little. Prospects are getting dimmer, however, for the period after February 1973 when Denmark begins to adjust to the EEC Common Agricultural Policy. Although livestock production is expected to increase, demand for imported corn may decline.

The EEC systems favor domestic grain production and the substitution of fodder grain (corn) by denatured wheat and low-cost feedstuffs. Unfortunately, U.S. feedstuffs were literally priced out of the Danish market in the last part of 1972 and U.S. producers will hardly be able to exploit the possible rise in feedstuff demand unless prices become competitive.

U.S. soybeans, however, have an unthreatened hold on almost the entire Danish market—at least so long as EEC tariffs stay at the present zero rate.

In the longer term it is a question whether the high quality of U.S. leaf tobacco will be enough to preserve the present 60 percent market share in the face of rising EEC duties and preferences. Also U.S. fruit and vegetables, which have registered marketing progress in recent years, may encounter similar problems. Removal of Danish seasonal import restrictions may help, but loss of some markets to EEC and preferential suppliers is probable.

Growing consumer demand—and consumer preference for quality products—may offer new opportunities to American exporters.

It appears that there is greater than average potential for increasing sales of the following items: selected fish products; fruits, vegetables and nuts; plastics; plywood; textiles; machinery; electrical equipment; aircraft and parts; and instruments.

Greek Industrial Zone Becomes Focal Point

In the year since the inauguration of the Thessaloniki Industrial Zone last March 17, the area has become a focal point for new industries located in Thessaloniki and smaller local enterprises relocating from antiquated sites within the city.

Originally conceived in 1961, the zone is part of a national plan to encourage industrial development in provincial areas of Greece, both by attracting new industry and by offering incentives for relocation of plants now operating in urban areas.

UNIDO is involved

The project is supervised and financed in large part by the Hellenic Industrial Bank (ETVA) with technical assistance and limited financing since 1971 from the United Nations Industrial Development Organization (UNIDO). The master plan for this project also calls for establishing recreational areas, an overall disposal system, a free import zone, and a computer center.

Land purchase in Greece, frequently involving multiple landlords and complex legal procedures, is considerably simplified by ETVA, which undertakes to provide firms with a clear title and the option to move ahead rapidly with plant construction.

Of the firms now operating, Goodyear-Hellas and St. Regis paper are among the largest to start production in the zone. The $34 million Steyr-Daimler-Puch heavy truck and tractor factory, begun in late 1972 by the Austrian firm of Steyr-Daimler-Puch, will, however, soon be the largest industrial plant in the area.

Panama's Rising Market Has Exporters Bullish

Panama's economy is advancing at a fast pace and American businessmen, as well as competitors, are "bullish" about future prospects there. A market study recently completed by a U.S. private consulting firm projects continuation of the dynamic growth of the Panamanian market through 1985.

High public spending

Panama's 1972 growth rate was probably on the order of 8 percent in real terms, roughly equivalent to the estimated 8.6 percent growth registered in 1971. As in recent years, the economy was spurred primarily by dramatic expansion in public sector expenditures, but there was also some additional investment in light manufacturing and retail trade enterprises.

Although a number of large infrastructure projects will continue, or begin, during the next several years, Walter G. West, Economic Officer at the U.S. Embassy in Panama, anticipates a gradual leveling off of the pace of government investment.

Last year was highlighted by election of an Assembly of District Representatives which in turn elected a President and Vice President in addition to bestowing broad powers on National Guard Commander General Torrijos. The Assembly also approved a new Constitution which, although continuing to exclude all but Panamanian citizens from retail trade business, eliminated the clause which had previously permitted Americans to be the only exception to this limitation. Also last year, Panama adopted a new Labor Code which enhanced the benefits and protection provided to workers.

As a result, 1972 was a year in which business not only had to adjust to the new regulations of the Labor Code but, throughout much of the year, was in a state of expectation pending the outcome of the elections and subsequent changes in the Cabinet.

The increase in the consumer price index of 5.2 percent during the first six months of 1972, compared with only 1.8 percent over the entire year 1971, constitutes an abrupt departure from the traditional price stability which Panama has enjoyed in recent years. Tax increases, changes in labor laws, and the December 1971 realignment of the currencies of the United States, Japan and Europe constitute the most readily apparent causes of the rise in the cost of living.

BAYANO HYDROELECTRIC PROJECT—*U.S. earthmoving equipment and generators are being used in constructing Panama's 240-foot dam and hydroelectric plant.*

Big per capita importer

Panama imports a substantially higher value of U.S. commodities per person than any other Latin American country. The United States maintained a 35.5 percent share of the Panamanian import market through the first five months of 1972, approximately the same as in 1969 and 1971, although the U.S. share reached 39.5 percent in 1970.

Prospects in Panama are not being overlooked by the competition. A substantial number of trade missions visited Panama during the past year.

Although an American contractor did not submit the low bid for the extensive civil engineering work involved in building the Bayano high dam, all of the equipment in use is of U.S. origin. Demand for U.S. heavy equipment will increase as work progresses on the $90 million Darien Gap Highway where contract specifications require the use of either U.S. or Panamanian equipment.

Other opportunities for employment of U.S. heavy road building equipment over the next several years include a projected new highway between Panama City and Colon and an IDB-financed rural road project which will cover nearly 300 miles. The U.S. Agency for International Development is studying the possibility of a small farmer improvement loan for vehicle procurement for the feeder road portion. Also, beginning in 1973, an AID health and nutrition loan will generate U.S. sales of about $600,000 in well drilling equipment and gas or diesel operated pumps over the next three years.

In addition to dominating the market in the heavier lines of machinery and transportation equipment, U.S. consumer goods of all varieties are popular in Panama, principally because of the reputation for quality. Although some dealers have mentioned that competitors are narrowing the quality gap, the December 1971 currency realignment has helped U.S. suppliers, and such items as radios, televisions, record players and tires now are beginning to make a comeback in the local market.

One dealer's experience

One dealer, mentioning the impact on kitchen appliances, said sales of U.S. blenders, toasters and irons tripled during 1972 and sales of appliances in general, mostly of U.S. origin, were up by 60 percent. U.S.-made bicycles are competitive again with an excellent opportunity to take advantage of a market not yet fully exploited.

Other areas in which quality has helped the U.S. competitive position include hardware and electrical fixtures. With the construction boom continuing, one retailer who stocks only U.S. hardware, including power and hand tools and electrical fixtures, expects to increase purchases by 100 percent in 1973. Several retailers have also pointed out the rising demand for lawn care equipment, an area where the United States is virtually without competition.

According to local opinion, airconditioning should rapidly develop into a multi-million dollar market for imported U.S. equipment, which dominates the scene, as long as no one decides to establish a plant for local assembly. A retailer whose sales increased by more than 70 percent anticipates a similar increase during the current year.

As long as the construction boom continues—and 1973 should be another good year—superior U.S. quality should guarantee a continuation of the excellent market for U.S. equipment. Power utility and hydro-pneumatic equipment should do especially well.

More than 600 companies, including over 250 U.S. firms, are established at the Free Zone of Colon on the Caribbean coast of Panama.

U.S. firms desiring to improve their services to the Latin American and Caribbean areas may wish to obtain a copy of a report under preparation by the U.S. Embassy in Panama which should soon be available at the Department of Commerce and Field Offices. They may also obtain information directly from the Manager, Colon Free Zone, P.O. Box 1118, Colon, Republic of Panama, or Colon Free Zone U.S. Office, 405 Park Ave., New York, N.Y. 10022.

An article describing the advantages offered U.S. exporters by free trade zones abroad appeared on pages 13-16 of the Feb. 5 issue of **Commerce Today.**

Although the drought in 1972 and lack of competitiveness in most agricultural items except heavy tractors indicate that prospects in general for agricultural equipment are not bright, expansion and modernization of the poultry industry will provide a market for this line of U.S. equipment, which has little competition in Panama.

Although the boom in condominium high rises may be leveling off somewhat as 1972 did not see a repetition of the 18 percent increase in building construction, this area in general continues to provide excellent opportunities for U.S. goods.

With tourism continuing to increase at an annual rate of 10-15 percent and as the shortage of hotel accommodations worsens, construction of several new hotels should begin during the next 12 months as well as a new tourism/convention center building to which AID will contribute $4.1 million. These, together with expansion of restaurant and bar facilities, will provide opportunities for U.S. equipment, especially commercial kitchen equipment, a field in which the United States dominates.

With the aid of an Inter-American Development Bank loan, the Government will spend several million balboas in constructing new facilities for the University of Panama.

The Government has announced an expansion program in power and telephone installations for 1973. While U.S. materials and equipment can expect stiff competition for power generators and transmission line installations, an even more competitive offer, including generous financing, will be required to be able to participate in helping Panama catch up with the demand for additional telephone installations, amounting to $3.5 to $5 million annually for the next five years, since all exchange equipment is presently of Swedish origin.

Opportunity still exists

Although U.S. firms failed to win any of the first Bayano high dam and hydroelectric plant contracts awarded, opportunity still exists for a contract to install transmission lines as soon as bids are requested. In late 1973 or 1974, Panama's Institute of Hydraulic Resources and Electrification (IRHE) should ask for the initial bids on the La Fortuna 350,000 kilowatt hydroelectric project in the Province of Chiriqui. A 300-mile network of transmission lines from Panama City to David, which will be required for the project, is scheduled for completion in 1973.

IRHE is also studying the feasibility of installing a fifth steam generating unit of approximately 75,000 kilowatts for the La Minas power plant in Colon following completion of the fourth unit of 40,000 kilowatts in 1973.

Other projects which merit attention from the standpoint of opportunities for U.S. equipment and engineering services include a proposed fishing port and a proposal still in the planning stage to build shipping container facilities on both coasts linked by a specialized rail or highway transportation system.

Strengths and weaknesses

It is hard to generalize about strengths and weaknesses of U.S. exporters as seen by Panamanian businessmen since these differ according to product category. One local underwear manufacturer said he would rather buy his materials from the United States, but better credit terms of up to 90 days offered by the competition constituted the deciding factor. On the other hand, a large machinery retailer, two-thirds of whose sales are of U.S. origin, states that U.S. suppliers' credit terms are improving and are now equal or in some cases superior to those available in other countries, but mentions the problem of availability since 10 to 30 weeks are normally required for delivery.

In this regard, local businessmen complain that U.S. firms satisfy their domestic market first, whereas European and Japanese firms give top priority to their export business. Similar complaints are also directed toward the lack of flexibility in U.S. products which are designed for the domestic market rather than the requirements of foreign importers.

Markets lost by default

Several point out that sales of U.S. refrigerators are hampered by failure to design a product to fit tropical climates (eliminate sweating) and to fit the budget of the bulk of the Panamanian population which can only afford smaller size units, thus losing to the competition by default.

Another example of a market lost by default is that of the small tractor in the $1,000 price range. Discontinuance of production by the only U.S. manufacturer producing for this market means that an anticipated market for 20,000 units over the next five years, to be developed within the framework of the country's Small Farmer Improvement Program, will not be supplied by U.S. equipment.

One dealer points out that the United States is losing its traditional superiority in service and spare parts. Firms of other countries are now stockpiling parts in the Colon Free Zone, Curacao, and other free zones of the area in order to speed service.

RCA
First in Color TV
RCA
First in Color TV
RCA
First in Color TV

FOR SALE IN PANAMA—*Reputation for quality has always helped to maintain a market in Panama for American appliances and television sets.*

Chile's Government Continues Moving Toward Expanded Economic Control

The Government of Chile continues to move toward its goal of expanded control over the commanding sectors of the economy.

Official data indicate that by means of purchases, expropriations, requisitions or interventions of private sector enterprises, the Government presently controls production accounting for approximately 50 percent of the gross domestic product, compared with an estimated 20 percent at the end of the Frei Administration. The Government has taken over approximately 285 firms, including 58 on the list of 90 which it has declared would be included in the "social area," i.e., that part of the economy which is to be wholly government controlled.

It has also expanded its activities in the area of distribution in furthering the objective of channeling larger amounts of production to lower income groups, according to the U.S. Embassy in Santiago.

ODEPLAN (Planning Office) data project 1972 growth in GDP of 5.5 percent, less than its original estimates for 1972 and below the 8.6 percent GDP increase reported for 1971. Official statisics indicate that ODEPLAN's projection may be too high in the industrial, agricultural, and mining sectors.

The official estimate of growth in industrial production was 8 percent. However, according to the industrial index of the National Statistical Bureau for the first ten months of 1972, industrial output grew by only 1 percent in 1972 if production levels were maintained at the same level as in October for the last two months of the year.

Drop in production

A Catholic University study estimated a drop of 8.2 percent in agricultural production. CODELCO (Copper Corporation) data show a slight increase in the production of the large copper mines during the first 11 months of 1972, compared with the same period in 1971. According to January-July 1972 official statistics, considerable decreases in production of iron, nitrates, coal and iodine occurred.

Gross investment, which declined in 1971, showed signs of a further drop during 1972. Central Bank data for the first eleven months of 1972 show a nominal rise of 48 percent in savings and an absolute decrease in the amount of nonadjustable savings instruments.

The Allende Government has been able to reduce the already low level of unemployment helped by a decline in the total active labor force and increased employment in manufacturing. According to the latest survey of the Economic Institute of the University of Chile, unemployment in Greater Santiago was 3 percent in September 1972, the lowest rate for any quarter since the Institute began conducting surveys in 1956.

In the first eleven months of 1972 inflation, as measured by the official Consumer Price Index for Greater Santiago, was 143.1 percent. The main factors in this inflation have been large increases in the money supply, a rise in the velocity of circulation, and decreases in the supplies of products. The Government has announced its intention to eradicate black market trading and assure equitable distribution of the many consumer goods, particularly foodstuffs, which have been in short supply.

Deficit financing

The major reason for the increase in the money supply (116 percent in 1971 and 120 percent through November 1972) has been the large Central Government budget deficit and loans to public sector enterprises running deficits. The preliminary budget for 1973 also contains substantial deficit financing.

The Government has pledged to maintain the purchasing power of lower income groups in the face of this inflation. In addition to a wage increase early in the year, most employed Chileans received in October 1972 a readjustment of 100 percent, equal to the rise in the CPI for the first nine months of the year. The lowest income workers received a higher wage increase, in line with the government's policy of redistributing income from higher to lower income groups.

Foreign sector difficulties

According to the Central Bank, net international reserves of the Bank were minus $65 million at the end of September 1972, a decline of $154 million since the beginning of the year. In an attempt to conserve scarce foreign exchange, the Government increased the number of goods, including those from LAFTA countries, subject to the 10,000 percent prior import deposit, and reduced the amount of foreign currency Chileans traveling overseas can purchase from the Central Bank. The latest devaluation of the bankers' and brokers' exchange rates, which occurred in early August, further complicated Chile's multiple exchange rate structure. A new autonomous Government organization, SEREX, is now in charge of foreign commercial policy, including the allocation of foreign exchange to high priority areas.

Major reasons for these foreign exchange difficulties were the decline in export earnings in 1972, primarily because of lower copper prices, and the increase in imports, particularly foodstuffs. If trade patterns continued basically unchanged for the rest of the year, latest Central Bank data (first nine months of 1972 for both exports and imports) indicate a merchandise deficit of almost $500 million, compared to a 1971 deficit of $80 million. Minister of Agriculture Calderón recently predicted that food imports in 1973 would amount to $450 million.

The Government has been able to alleviate partially its foreign exchange difficulties by postponement of some debt payments and some utilization of credits offered in 1972. According to Finance Minister Millas, Chile obtained in 1972 net debt relief of approximately $300 million from foreign governments and private creditors. New credits totalling over $300 million (about one half of which are from socialist countries) were offered to the Government last year. Many of these loans are for projects and may be utilized rather slowly.

During the past two years very little foreign private investment has entered Chile. In fact, the Government has purchased a number of firms in which western Europeans had controlling interest, in addition to the nationalization or purchase of companies owned by Americans.

Import diversification

The Allende Government has been successful in diversifying Chile's import sources, which has resulted in reducing the market share of U.S. exports. Data from SEREX shows that the value of U.S. goods as a percentage of Chilean imports declined from 37 percent in 1970 to an estimated 16 percent in 1972. Department of Commerce figures show that U.S. exports to Chile in 1972 were $187.0 million compared with $223.7 million in 1971, while U.S. imports from Chile amounted to $82.9 million compared with $90.9 million in 1971.

Despite these trends, the United States was probably exceeded only by Argentina as a supplier to Chile in 1972. During the first six months of last year almost half of U.S. exports to Chile consisted of machinery and transport equipment. In addition to continued export possibilities in this area, Chile needs large amounts of agricultural products as well as machinery spare parts.

The Government of Chile requires private importers to obtain credit for most goods because of the country's present foreign exchange shortage.

Improvement In CACM Prospects Should Boost Costa Rican Growth

Costa Rica's economy is now growing at an annual rate of from 3 to 5 percent in real terms, considerably less than the boom years of the late 1960s, a reflection principally of rising price levels. However, spurred on by public investment in new infrastructure projects, rapid GNP growth in current terms is expected; since Costa Rica's population growth has dropped well below previous record levels, to about 2.8 percent, per capita GNP will continue to grow.

The U.S. Embassy in San Jose identifies two basic, interrelated economic issues in the current situation in Costa Rica that will bear importantly—and possibly crucially—on the shape of the nation's economic development and welfare for years to come. The first is the future of the Central American Common Market (CACM), and the second involves Costa Rica's handling of its balance of payments problem.

Sudden turnaround

Prospects for the CACM suddenly are good, as a result of an agreement ending a six-week suspension of free trade among CACM members. One facet of this agreement was a de facto devaluation (for imports) of the Costa Rican colon which ended special exchange-rate preferences for imports from CACM countries and raised the price of many other imports by shifting them to the free market where foreign exchange costs about 30 percent more. Another is the provision of exchange-rate incentives to encourage the export of non-traditional products.

These measures should help improve Costa Rica's balance of payments, but a much more comprehensive domestic stabilization program is needed. The implementation of such a program has been postponed until this month. Economists feel that this program should include tight credit controls and better budgetary management, and should be designed to sop up excess liquidity and otherwise dampen demand for imports. In the long run, of course, more export earnings must be found in order to hold down the trade deficit (estimated at slightly below $120 million for 1972).

Recent de facto devaluations have had a cost-push effect on retail prices, which is beginning to be noted by the general populace although the full extent is not reflected in available indices.

Government spending—much of it non-discretionary in nature—continues to rise, and the new 1973 budget involves a sizable deficit. In the short term, such deficits, however unavoidable, are disturbing. Hopefully, 1973 will turn out to be a watershed year, with deficits in succeeding years becoming increasingly smaller.

In 1971, the United States supplied 33 percent of Costa Rica's imports and purchased 40 percent of its exports; these market shares probably remained about the same in 1972, and should again in 1973. Because Costa Rica's imports are so much larger than its exports, however, the United States (along with most other suppliers) has a favorable balance of trade with Costa Rica.

In absolute terms, the United States purchased $91 million worth of Costa Rican exports (primarily bananas, then beef and coffee) in 1971, while selling to Costa Rica goods valued at $114 million.

U.S. suppliers should benefit from the de facto devaluation of the colon described earlier, since most goods purchased from Common Market suppliers will no longer enjoy the advantage of the official (C6.65) exchange rate. It should be noted, however, that the U.S. share of the Costa-Rican market has been gradually declining over the years (while in absolute terms, the value of U.S. sales have increased markedly), first due to the trade-diverting effect of the common market, but more recently due to Japanese competition.

To overcome 1971's currency realignments for the United States and Japan, Japanese exporters appear to have absorbed most of the effects of the yen revaluation, and price increases on Japanese exports have been very modest. On the other hand, the Japanese purchase only a very small amount of Costa Rican exports, and the growing trade imbalance between the two nations has attracted strong local criticism.

Attractive market

Thus, Costa Rica should remain an attractive market for U.S. exporters, especially those selling capital goods, heavy-duty construction equipment, engineering services, and other items needed for the infrastructure development projects described below.

New foreign private investment continues to flow to Costa Rica—although at levels slightly reduced from earlier years—attracted by the country's political stability and prospects for economic growth. The slight reduction in recent private capital flows is probably due to the end of a phase of rapid new investment in light manufacturing industries (to take advantage of incentives provided by the Common Market). The level of capital flows could increase sharply within the next several years, however, if work commences on an aluminum refinery and smelter complex and its associated power and port facilities.

One type of foreign private investment, landholdings for tourist development purposes, has come under strong criticism recently for alleged attempts to impede public access to the beaches themselves, which generally remain in the public domain, according to Costa Rican law. More serious problems may arise in the future, when these beach properties have been fully subdivided and sold to individuals (usually Americans) for speculative or retirement purposes. Few such developments make any realistic provision for the maintenance of basic urban services, nor can Costa Rica's hard-pressed municipalities be expected to take on the burden of providing such services to beach properties widely scattered along the Pacific Coast.

In another area, foreign landholders engaged in agricultural production on the whole continue to find Costa Rica very hospitable, but complaints about "invasions" of under-utilized property by landless squatters are increasingly heard. These squatter movements do not appear to have any particular bias, but the fact remains that, understandably, here as elsewhere the foreigner usually has less political power than local citizens and is therefore less well-equipped to defend himself in the face of such problems.

Prospects for the future

In the short term, Costa Rica's economy is expected to expand at its present rate of growth. In addition to balance of payments and fiscal problems, the Central Bank is still saddled with a considerable backlog of requests for foreign exchange at the official rate to pay for goods imported before the October de facto devaluation took effect. This backlog, however, is now being reduced (with preference given to imports from the CACM). Thus, the serious problem in payment delays facing U.S. suppliers and banks over the past several months should disappear during 1973 and payments will once again return to a current basis.

Import demand for consumer items—especially those considered to be "luxury" goods—will probably drop off, as will government spending on some domestic projects. Private sector consumption and investment may also slacken during the next year, depending upon the emphasis given the Central Bank's domestic credit controls.

ALL-STATE WELDING ALLOYS DE CENTRO AMERICA S.A.

INVESTMENT IN COSTA RICA—*This electrodes plant was recently established in Costa Rica as a subsidiary of Chemetron International Division, Chicago.*

Over the long run, the rate of real economic growth should increase again. In addition to the impetus from the planned development of the aluminum complex, developmental spending for infrastructure projects will continue at a high level. New port and harbor facilities have been proposed for both the Caribbean and Pacific Coasts. Airport construction and modernization projects are also under consideration.

In addition to an ongoing program of highway maintenance and feeder road construction, financing is now being sought for several major new highway projects: a new link from San José to Siquirres, a new road to often neglected but potentially rich northeastern Costa Rica, and a new highway along the southern coast.

Considerable new investment is also expected to go into tourism infrastructure projects, as existing resorts are upgraded and new ones developed.

Most of these projects offer attractive possibilities for U.S. export sales, including the provision of engineering and design services, feasibility studies, and the like. Since most of these projects are of such large scope that they will require financing from international financial institutions, U.S. suppliers will have ample opportunities to bid on them, either as principals, jointly with Costa Rican firms, or as subcontractors. Information about bid opportunities on these and other projects will be available from the U.S. Department of Commerce and its field offices, as well as directly from the lending institutions themselves.

Nigeria Decides Policy On War Damage Compensation

The Nigerian Government has decided to pay war damage compensation only to two narrowly-defined categories of claimants, one of which consists of certain "expatriates or non-Nigerians." Claims must be made prior to March 31.

The two categories of persons are "Civilians who were impressed into the Nigerian armed forces during the war to carry out specific military duties and who in the process of executing these assignments lost their lives or suffered personal injuries or loss of property; and expatriates or non-Nigerian citizens who sustained damage or injuries as a result of military acts which took place outside the main theatres of war and which were not directly related to the war operations. The 'main theatres of war' include the three Eastern states and Mid-Western State."

Tunisia's New Economic Dynamism Boosts Trade, Investment Prospects

Tunisia's economy had its best year in 1972 with a real growth rate estimated at a phenomenal 19.1 percent.

Near-term prospects for the economy are less spectacular but still good with a probable growth rate in 1973 of 6-8 percent excluding agriculture, where a return to more normal growth will hold overall GDP to a 1 to 4 percent gain. The U.S. Embassy in Tunis adds that opportunities for U.S. trade and especially investment are correspondingly improved.

Fast export growth

GDP exceeded $2.1 billion last year with the export sector growing fastest. Exports for the first five months of 1972 rose by 65.1 percent while imports rose by 31.7 percent. Although a large trade deficit still exists, reserves continue to pile up.

Agriculture again had a very good year and growth rates in value-added probably exceeded 54 percent. More olive oil was exported (over 135,000 MT) than ever before and the cereals harvest, estimated at over 1 million tons, was the best since independence in 1956.

Tourism continued to boom with receipts growing even faster than the 20 percent increase in the number of visitors.

Because of the overall balance of payments surplus and the high growth rate the money supply expanded rapidly but price increases were held to 4-5 percent.

The new found dynamism of the Tunisian economy following the stagnant years of the 1960s is based on new government policies stressing free enterprise and on extremely favorable weather. The Government has offered new tax incentives for foreign investment and liberalized import regulations and carried out other reforms. At the same time climatic conditions have favored agricultural production.

Unemployment remains one of the main challenges facing the Government. It must rely heavily on emigration of workers to Europe. Emigration absorbs about 20,000 of the new arrivals on the job market every year and serves as a valuable source of foreign exchange from workers remittances.

Encouragement from the Government and the improved economic situation have stimulated new initiative in the private sector. However, heavy state involvement in the economy still exists and although the relative share of public investment in total investment is scheduled to go down in the Fourth Development Plan (1973-76), economic development still depends on high levels of public investment and foreign aid.

Certain disadvantages

The greatly improved economic climate in Tunisia provides increased and new opportunities for trade and investment. However, the U.S. businessman must overcome certain disadvantages. Geographic proximity and cultural, historic and linguistic ties to France give European businessmen an advantage. Tunisia is an associate member of the EEC and as such the Europeans enjoy somewhat favored treatment on certain import tariffs though most of the exceptions are not significant enough to currently affect American sales. In addition, there are the normal problems found in less developed countries: difficulties in obtaining import licenses, etc.

Good quality products of competitive price will find a market in Tunisia, especially economically important goods such as vehicles, machinery, raw materials or chemicals. Quality goods of high price will find difficult competition from other suppliers because of legislated price controls.

Implementation of a World Bank loan for tourist infrastructure (water, sewage, roads, etc.) will begin in early 1973. Another IBRD loan is also being negotiated to improve urban transit in Tunis (new buses, improvements of urban train systems).

STEG, the public electric company, is in a period of restructuring and expansion.

The new four-year plan foresees investment in refining and cement capacity as well as continued development of petroleum phosphate and fluorspar production.

Several other major government backed projects will be undertaken as part of the government's development plan for industry. The ailing state-owned steel mill (El Fouladh) will undergo a $10 million expansion financed with a government guarantee. Sfax-Gafsa, the government-owned phosphate mining company, will modernize some of its mining facilities. This new investment may be financed through a World Bank loan.

Almost $80 million will be spent in improving the road network; a new airport in the desert and three fishing ports worth $16 million are planned.

Opportunities for expansion

Opportunities for expansion of U.S. exports are particularly good in traditional areas like agricultural implements, refrigeration and airconditioning equipment. Good opportunities also exist in pharmaceuticals, plastic materials, mechanical equipment and machine tools.

Textiles is already one of the fastest growing industries (20 percent in 1972) and because of the increased investment for export, there are likely to be sales of textile machinery. In addition, the Government in principle has decided to phase out of the textile industry.

Other fast growing industries are chemicals, paper, and printing.

The market for consumer goods is tight due to import duties and taste differences but attractive U.S. goods should stand a better chance than in previous years.

American companies which want to compete on the Tunisian market should have local agents. Business correspondence as well as advertising ought to be prepared in French.

Most attractive area

Tourism continues to be the most attractive area for American investment. Growth in tourism will require rapid expansion of hotel capacity and tourist recreation facilities. Condominium development is another possibility. There are many attractive sites, near population centers, which remain to be developed. The Government gives tourism development high priority and offers financing, tax breaks, earning repatriation advantages, and facilitates land acquisition.

In April 1972 the Tunisian Government passed a new investment law offering incentives for foreign companies investing in production principally for export. Incentives include the ability to retain total sales receipts outside Tunisia, renewable ten-year tax holidays, and relief from import duties. Certain land acquisition and labor training benefits are also available.

Other advantages of investing in Tunisia are cheap local labor, relatively high education levels of Tunisian workers, and proximity of the European market. Tunisia's associate membership in the EEC gives duty free privileges for manufactured goods with an average of 50 percent Tunisian value added.

Several European and American firms have already taken advantage of the new law.

Finished apparel production for export looks most promising; electronics assembly may emerge as another one. Deepening of the Port of Gabes and the development of a new industrial complex offer advantages to heavier industries.

Idle capacity in several state-owned firms, particularly in textiles and machine assembly, offer possibilities for sub-contracting. The Tunisian Government is actively seeking foreign firms wishing to use state facilities and is offering good terms.

Investments for local production or for a combination of local production and export also receive tax and other incentives including import protection. In the import replacement field, machine tools and light refrigeration equipment look to be the most promising areas.

Interesting possibilities

The services sector offers many interesting possibilities. For example, no quick order food services are available in Tunisia to serve either local or tourist trade at the present time.

To date, Tunisia has not been able to sufficiently exploit its irrigated agriculture in spite of high investment. Tunisia enjoys a long growing season, and cheap labor. Intensive farming of vegetables and fruits of both old and new varieties (avocados, and grapefruit, for example, are not grown in significant numbers) are natural areas of growth, investment, and sales to Europe, the local market and the tourist sector. Correspondingly, food processing of existing production or new varieties is another area that has investment potential.

There are restrictions against foreign ownership of farm land. However, the Government has recently shown some evidence of flexibility and pragmatism on this issue. Leasing, marketing and management contracts remain a possibility and several U.S. and European companies are exploring opportunities.

Brazil's Minas Gerais Is Developing Rapidly

Efforts of Brazil's State of Minas Gerais to promote economic development are showing positive results.

Twenty projects initiated by the Industrial Development Institute (INDI) are being implemented and an additional 25 projects in which INDI cooperated are also under way. At the last meeting of the Federal Industrial Development Council, industrial programs were approved for Mina Gerais with a value of $11 million, or 23 percent of Brazil's total; only São Paulo had a larger total approved.

The Governor, the Secretary of Industry, Commerce and Tourism and the President of INDI express satisfaction that the State, which is just inland north of Rio de Janeiro, is becoming increasingly industrialized and say that American industrialists are particularly welcome.

State leaders are hopeful that Belo Horizonte will develop as a second automotive center. General Motors has decided to establish its Terex manufacturing facilities in Belo Horizonte, where it will employ 600 persons. The State Governor stated it is probable that Fiat will decide to manufacture automobiles in Brazil and added that he is sure that, if a positive decision is made, Belo Horizonte will receive the factory.

During the week of Dec. 4-8, INDI, with the cooperation of the Agribusiness Council and the Overseas Private Investment Corporation, organized a round-table to inform representatives of A. Duda and Sons, Corn Products Co., Hawaiian Agronomic, Hormel, Foremost, Campbell Soup and Dekalb Agri-Research about agribusiness opportunities in the State.

For more information about opportunities in Minas Gerais write Institutode Desenvolvimento Industrial, Caixa Postal 992, Belo Horizonte, MG, Brazil.

World Trade Actions

New Venezuelan Tariff Drops Most Import Licenses

Venezuela: A new customs tariff and customs regulations were announced by Venezuela in Presidential Decree 1168, published in the *Official Gazette*, No. 1560, dated Dec. 30. The new tariff will become effective March 1 for all items which were not previously subject to import license requirements, and will go into effect May 1 for all articles which required import licenses under the previous system.

The new tariff constitutes a change from the former tariff structure in that the Brussels Nomenclature has been adopted and the majority of duties are based on an *ad valorem* system. There are, however, several mixed duties pertaining primarily to textiles, clothing and alcoholic beverages which are based on both value and specific weight. The import license requirement has been eliminated for 559 products; the remaining 41 products still subject to this type of control are principally agricultural and certain automotive parts.

Copies of the new Venezuelan customs tariff are not yet available in English. For import duty rates, persons may contact the Latin America Division, BIC-242, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2332).

Colombia: The Colombian Government and its dependencies must give preferential treatment to local products over foreign goods in all purchases, according to Decree No. 2248, effective Dec. 1, 1972. Official imports amounted to approximately $221 million in materials and equipment in 1972.

To qualify as a local product, the imported components in the domestic product must not be valued at more than 50 percent of the c.i.f. value of competing imported goods. In the comparison of local and foreign prices for determining the award, the value of the foreign offer will include transportation to the end-use site, insurance, consular fees, port fees and all other charges, including tariff duties, even though official purchases are exempt from tariff charges.

Products made in the other Andean Common Market countries will receive the same treatment as Colombian-produced goods, provided reciprocal treatment is accorded. A ten-day loan copy of Decree 2248 in Spanish, with English summary, is available from BIC-242, U.S. Department of Commerce, Washington, D.C. 20230.

Algeria: Effective Jan. 1, Algeria eliminated customs preferences previously accorded to the European Economic Community and unified its tariff schedule by reducing third-country duty rates to levels formerly applied to the EEC. From this date all trading partners are to be treated with strict equality in application of customs duties. Other trade liberalization measures include a major simplification of the Algerian tariff structure, with reductions both in the number of different duties and in the number of Brussels Tariff Nomenclature categories.

Portugal: On Nov. 28 the Portuguese Government published Decree 481/72 which revises the law governing industrial licensing. Of 32 industrial categories formerly subject to national licensing, roughly two thirds will henceforth be subject to licensing by the territory in which they plan to operate. This decentralization move increases the authority of the governments of Portugal's overseas territories and facilitates Mainland and foreign investment in Portuguese Africa.

The territorial list now numbers 21 categories, and shifts chemicals, synthetic fibers, organic compounds for medical use, some metalworking, the manufacture of light bulbs, small electrical appliances, photographic equipment, non-diamond stone-working, and car assembly from national licensing. Major primary products including sugar, oil, steel, tin, munitions, motor and vehicle construction, and diamond-working remain under central licensing.

Kenya: New regulations imposed by the Government on Jan. 1 affect U.S. firms exporting to this East African nation. With certain exceptions the regulations affect any shipment valued at more than 2,000 Kenya Shillings ($280). Principal points are:

- All orders with a value of 2,000 Shillings or more require Import/Foreign Exchange Licensing. Exemptions include: imports by Government Ministries, by East African Community corporations, and from Tanzania and Uganda; gift transactions and supplies for Diplomatic missions and U.N. organizations; goods imported as a means of capital formation.
- Orders valued at more than 20,000 Shillings ($2,800) will be subject to "Pre-shipment quality and quantity inspection and price comparison" by the General Superintendence Co., acting for the Central Bank of Kenya. As a result of this inspection, either a "Clean Report of Findings" or a "Non-Negotiable Report of Findings" will be issued. A "Clean Report" *must* be obtained before shipment.

Before shipping to Kenya, contact the General Superintendence Co., 17 Battery Place North, New York, N.Y. 10004 (212-344-6430). General Superintendence requires at least ten days' notice of intention to ship products for inspection.

International Business Reports

China Trade Guide. Published by First National City Bank. 72pp. Free while supply lasts.

Published to assist U.S. companies interested in exploring trade prospects with the People's Republic of China, this guide states that a shortage of foreign exchange and existing U.S. legal restrictions limit the prospects for immediate expansion of this trade and stresses the wisdom of taking a long-term view of trade prospects. "Clearly earnings from exports and the availability of long-term foreign credits will be the main factors determining the growth of China's imports," the guide says, estimating that U.S. trade with China will grow to $150-$300 million annually after 1975.

Subjects discussed include the semi-annual Canton Trade Fair, and specific import and export prospects. Appendices list names and addresses of state trading corporations and their Hong Kong agents and distributors, Chinese Government agencies servicing foreign trade, sample export and import contracts and current U.S. trade controls. Commodity trade statistics from China's leading trade partners are also included.

Write: International Public Affairs, First National City Bank, 399 Park Ave., New York, N.Y., 10022.

1973 National Trade and Professional Associations of the United States and Labor Unions. 264pp. $15.

This directory, first published in 1966, is revised and updated every 12 months. It now lists more than 4,700 organizations; only those with national memberships are included.

The chief value of this book to many subscribers, according to the publisher, has proved to be as a guide to sources of information. The associations it lists are repositories of specialized data, either through their headquarters or memberships.

Write: Columbia Books, Inc., Rm. 601, 734 15th St., NW., Washington, D.C. 20005.

Operations Auditing. By Roy A. Lindberg and Theodore Cohn. Published by the American Management Association. 317pp. $16.

According to the authors, this book is designed to be an early warning system showing management how to spot wasted or underutilized resources, potentially dangerous personnel problems, research that isn't producing ways to raise profits or increase efficiency, EDP facilities not being used on complex problem solving to gain economic advantages, opportunities for improvement in every unit of any type of organization, and departures from policies and procedures. Includes instructions on setting up the auditing department to submitting a final report to top management, and questionnaires and checklists for auditing any operating unit of a business or nonprofit group.

Write: American Management Association, 135 W. 50th St., New York, N.Y. 10020.

Human Behavior in the Organization. Published by the American Management Association. $50.

Deals with the social psychology of people in groups. Attempts to explain the structure and characteristics of groups, group dynamics, status and role, the nature of leadership, perception, motivation, creativity, group competition and cooperation, and individual differences and conflict among members of the group.

Write: American Management Association Extension Institute, 135 W. 50th St., New York, N.Y. 10020.

The Great Lakes Ports of North America. 112pp. $6.

This illustrated volume provides a look at the 22 major U.S. and Canadian Great Lakes ports and deals with a variety of aspects of Great Lakes maritime and shipping activity. The St. Lawrence Seaway is examined in detail, with technical as well as practical information on routes, means of transiting the Seaway system, tolls and passage requirements.

Write: The LesStrang Publishing Corp., 3750 Nixon Rd., Ann Arbor, Mich. 48105.

Calendar For World Traders

Feb. 21 — Chicago — Chicago Midwest Credit Management Assn. meeting, Bismarck Hotel.

Feb. 21 — Cleveland — Seminar on Doing Business With Russia, Statler Hilton Hotel, 9:30-4:30. Sponsor: Cleveland State U. Commerce Speaker: John Connor, Dep. Director, BEWT.

Feb. 22—Buffalo—Dinner meeting of Buffalo World Trade Assn., 6 p.m., Buffalo Lunch Club, Grand Island.

Feb. 27—West Hempstead, L.I.— Global Marketing Export Promotion Seminar. Sponsors: National Bank of North America, Commerce Field Office.

March 1 — Milwaukee — Milwaukee World Trade Club monthly meeting, Ramada Sands Hotel.

March 7-8 — Chicago — 36th Mid-America World Trade Conf., Sheraton-Chicago Hotel.

March 8—Las Vegas—50th Anniversary Banquet of the Overseas Automotive Club during the 1973 PAS-IASI Show, Flamingo Hotel, 6:30 p.m.

March 20—Westbury, L.I.—Long Island World Trade Club meeting on Joint Ventures, Westbury Manor.

March 29—Cleveland—28th annual Cleveland World Trade Conference, Statler-Hilton Hotel.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects.

Licensing, Investment Abroad

THAILAND—A new state agency, the Industrial Estate Authority of Thailand, is planned to set up **industrial estates and export processing zones for leasing to private companies.** It will also enter into joint ventures to develop industrial estate projects. For further information write: Vira Susangkarakan, Deputy-Director General, Dept. of Industrial Works, Rama-6 Rd., Bangkok. P-73080.

1473—SUDAN—Joint venture to develop **fluorite deposits** in west-central Sudan proposed by member firms of a family group. Deposits in vicinity of existing rail lines. Firm envisions three stages of project: first, further exploration costing $25,000; second, approximately $75,000 for detailed calculation of reserves and initial exploitation; third, approximately $250,000 to begin 30,000-ton-production a year for at least 15 years. Firm willing to finance 50 percent of stages one and two. If deposits prove out, division of equity subject to negotiation based on capital invested, but firm would expect certain percentage as leaseholder. Firm inexperienced in mining, so technical expertise and experience of potential partner essential. United Trading and Engineering Co., Khartoum. Attn: Muhammad Abdel Moneim, manager. P-73115.

1623—BRAZIL—Second largest construction firm in the country seeks joint venture with U.S. company specializing in the **construction of gas and petroleum pipelines.** Group has two contracts with national petroleum monopoly for construtlon of about 80 miles of gas pipeline in northeast state of Sergipe. Desires telex expression of interest (30.91.51/52/53 PBSPOBR, ROSSI CONTRACTS 11.81.84). CCBE-Rossi-Servix Engenharia S.A., Rua 7 De Abril 252, Sao Paulo. WTD. P-73--3. OPIC.

2050, 2065—ITALY—Small, established producer of Sienese **confectionery products (cakes, cookies and candies made of fruit, honey and almonds)** seeks joint venture with a U.S. confectionery firm to **manufacture U.S. company's products in Italy and export them to the U.S.** Leopoldo Galgani, 2 Viale Magenta, 52100 Sienna. WTD. P-73110.

2099 — INDIA — Technical know-how sought to manufacture **protein food products using soybeans and peanuts.** Plants would have daily capacity to produce 500 m.t. of protein isolates; 250 kilogram ready-to-eat extruded snack foods; one m.t. protein-rich beverages and one m.t. processed wheat germ. Company presently operates a rolling flour mill. J. G. Bhandari, Director, Flour and Food Ltd., 27 Mahatma Gandhi Rd., Indore, Madhya Pradesh. WTD. P-73109. OPIC.

2451, 3411, 3751 — TAIWAN — Licenses, technical know-how and trademarks sought by largest producer of automotive bodies in country to manufacture **mobile homes, campers, 10-speed or collapsible bicycles, steel and FRG containers, and chain drive toy cars.** Royalty or fixed fee arrangements acceptable. Established in 1958, firm has 844 employees and annual production capacity of 11,400 light truck bodies. The Chinese Automobiles Trading Co. Ltd., 169 Nanking East Rd., Sect. 2, Taipei. WTD. P-73108.

2522, 3429—JAMAICA—Company seeks licensing arrangements to manufacture **office and hospital metal furniture and furniture hardware (locks, hinges, handles, supports).** Will consider joint venture for hardware manufacture. Established in 1966, company manufactures metal upholstered chairs for offices, desks and floor cabinets. Products marketed locally and exported to Caribbean Free Trade Assn. member countries. Sales exceed $315,000 annually. Office of International Finance and Investment, BIC-286F, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-73086.

2800—SWITZERLAND—Licenses to produce **specialty chemicals for the pulp and paper, textile, paint and lacquer industry; pigments, dry paste and lubricants for the metalworking industry; plastic steel; and advanced paving materials and mix for the construction industry. Also, chemicals, devices and systems used in the prevention, elimination and removal of water and air pollution.** Is also interested in distributing plastics processing machinery. Firm produces lubricants and specialty chemicals. Has 20 traveling salesmen. Haus Leuzinger, vice director, Adolf Schmids Erben AG, Abt Vertretungen, Effingerstrasse 17, 3001 Bern. WTD. P-73083.

2821—UNITED KINGDOM—Licenses to manufacture **polymers or chemicals associated with polymers.** Prepared to study new ventures; will consider agency agreements. Currently produces natural, synthetic rubber latex, synthetic resin emulsions, latex compounds and noise control products. Has four branches in U.K., plants in six foreign countries. Employs 900. J. P. Brown, corporate planning manager, Revertex Holdings, Ltd., West Road, Temple Fields, Harlow, Essex, England. WTD. P-73111.

2834—INDIA—Joint venture or license to produce **basic chemicals, pharmaceuticals and pharmaceutical formulations.** Plans to establish new facility. Currently manufactures cleaners and solvents, biological products. Has branch offices in principal cities; employs 250. Amar Mitra, sales manager, Roberts, McLean & Co. Ltd., 27-B Camac St., Calcutta 700016. WTD. P-73094.

2844 — SWITZERLAND — Prominent, fast-growing firm seeks long-range licensing agreement or joint venture for **decorative cosmetics,** with manufacturers not currently represented in Europe. Produces and markets high class, expensive cosmetics throughout Europe. Maintains subsidiaries in Germany, Italy and Spain. Employs 233; annual sales $50 million. Office of International Finance and Investment, BIC-286F, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-73098.

2844 — ZAMBIA — New company seeks agency representatives for **dark skin cosmetics** such as Afro hair conditioners, straighteners and colorings as well as shampoos, skin lighteners, sun creams, face and hand lotions, eye make-up, perfumes for men and women and shaving creams. Depending on sales success, company also interested in manufacturing cosmetics in Zambia. Moyo Cosmetics Ltd., P.O. Box 1646, Lusaka. P-73102.

2891—CANADA—Manufacturer of **surface treatments for the repair, cleaning, waterproofing, protection and decoration of concrete and masonry** seeks licenses to produce similar products in both liquid and dry powder formulations. Firm sells direct to industry and through distributors to lumber yards and hardware stores. Established in 1961, firm has seven employees. Decpro Ltd., 3228 Lenworth Dr., Mississauga, Ontario. Attn: Donald E. Watson. P-73107.

2891—UNITED KINGDOM—Large firm seeks manufacturing rights for technically advanced **fluid sealing products.** Is major producer and distributor of these compounds. Would also consider sales representation for England and/or Europe. Makes glass fiber, asbestos textiles, power transmission and conveyor beltings and specialized plastic molding materials. Employs 3,500. The Office of International Finance and Investment, BIC-286F, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-73089.

3079 — COLOMBIA — Experienced manufacturer seeks license to produce additional **plastic goods.** Presently manufactures plastic hardware, kitchenware, picnic supplies, toys. Novedades Plasticas Ltda., Calle 52 No. 73-24, Apartado aereo (P.O. Box) 1733, Medellin. P-73096.

3079—SWITZERLAND—Firm seeks licenses, technical know-how to diversify its activities in plastics and related synthetic materials field. Wants to manufacture **films and sheets for packaging purposes, plates and laminates.** Of special interest are **bio-degradable plastic packaging materials,** or items producing a minimum of polluting gases in incinerators. Also seeks any **novel plastic products** in stock shapes for distribution to plastics working industry. Operates well-equipped plants; modern R & D facilities. Active in Europe, Australia, and U.S. Employs about 400. Bruno Olbrecht, director, Worbla AG, 3062 Papiermuehle, Switzerland. WTD. P-73092.

3253, 3261 — ZAIRE — Semi-autonomous housing, finance and development institution seeks proposals for joint venture to establish **ceramics plant for manufacture of bathroom fixtures, tiles and other ceramic products.** Would consider accepting a minority, non-controlling interest in project. Caisse Nationale de'Epargne et de Credit Immobilier (CNECI), B P. 1116, Kinshasa. Attn: Director General. P-73116.

3433 — SPAIN — License to manufacture equipment for use in **handling gas and liquid fuel.** Firm is engaged in installation, maintenance of gas burners. UNCESA, Paseo Del Marques De Zafra 21, Madrid 28. WTD. P-73082.

3442 — ISRAEL — Established manufacturer and retailer of building hardware desires technical know-how partnership for the production of **aluminum shutters and window frames.** Company established in 1971 with sales volume reaching about $250,000. Samuel Friedman, manager, Aluzaf Ltd.. 13 Motza St., Ramat-Gan 52366, Israel. P-73114. OPIC.

3448 — AUSTRALIA — Manufacturer of prefabricated buildings is seeking a license to **manufacture modular steel houses.** Desires proven design and technical know-how and would consider financial participation by foreign firm. Spannsteel Engineering Proprietary Ltd., P.O. Box 401, Bundaberg, Queensland, 4670. WTD. P-73117.

3535—INDIA—Plans to expand and modernize existing facilities for the manufacture of **materials handling equipment and conveyor systems.** Seeks technical know-how and designs. Presently produces conveyors and parts, fire extinguishing equipment. Represents several foreign companies; markets wide range of products. Amar Mitra, sales manager, Roberts, McLean & Co., Ltd., 27-B Camac St., Calcutta 700016. WTD. P-73095.

3535 — SWITZERLAND — Manufacturing rights for **advanced materials handling equipment.** Interests include overhead conveying systems for permanent installation in plants, hospitals and hotels; stacker cranes and hoisting systems; and novel types of fork lift trucks and other mobile equipment for warehouses. Firm produces industrial conveying systems, cranes and hydraulic equipment. Large engineering staff; excellent industry connections. R. Stegmann, Dytan Stahl-und Maschinenbau AG, 6048 Horw, Switzerland. WTD. P-73099.

3537 — FRANCE — Licenses to manufacture and distribute **parts and accessories for lift trucks; gripping devices.** Firm specializes in rebuilding motors, general machinery. Reports annual sales of about $4 million, employs 500. Mrs. M. Bardou, manager, DEMOLIN sarl, 83 rue La Fontaine, Paris 16. WTD. P-73087.

3551 — GERMANY — Manufacturing rights for **high speed slicing machines,** including paper inserting device (combination sausage/bacon, cheese, bread). Capacity 200-400 cuts per minute. Firm produces dairy products machinery, laboratory equipment. Employs 750, reports annual sales of over $10 million. Hermann Waldner KG, Im Weissen Bild, D-7988 Wangen im Allgaeu, Germany. WTD. P-73097.

3559—BELGIUM—License to manufacture **water pollution control equipment.** Firm specializes in the construction of purification stations for treating municipal and industrial water. H. Dehennin, economic minister, Belgian Embassy, 3330 Garfield St., N.W., Washington, D.C. 20008. P-73084.

3559 — FRANCE — Manufacturing rights for **pollution control processes and equipment.** Including (1) S02 removal; (2) waste disposal (thermal, catalytic); and (3) waste reprocessing and new sophisticated equipment for cathodic protection of pipes and storage. Firm engaged in research and construction of treatment plants for gas, chemicals and petrochemicals. Also production of equipment for corrosion protection. Employs 25. M. Loisillon, GAZ INTEGRAL, 11 bis rue Christophe Colomb, Paris 8. WTD. Brochures in French available from Office of International Finance and Investment, BIC-286F, U.S. Dept. of Commerce, Washington, D.C., 20230. P-73090.

3559 — INDIA — Technical know-how to produce **water treatment installations based on reverse osmosis system, using spiral wound membranes.** According to the firm, this type of system is not yet manufactured in India. Company makes metallic flexible tubes and hoses; also owns facility for electroplating zinc on steel sheet coils. Ashok Krishnadas, managing director, Zaverchand, Gaekwad Private Ltd. (ZGP), Padra Rd., Baroda 390005. WTD. P-73104.

3559—JAPAN—Licenses to manufacture and market **municipal waste disposal and stack gas control systems.** Products of specific interest include (1) incinerators for municipal waste of 30-100 tons per day capacity; (2) shredding equipment for bulky refuse and garbage; (3) refuse sorting equipment; and (4) stack exhaust gas treatment systems such as bag filters, scrubbers and cyclone types. Firm presently produces heavy electrical equipment and waste water control machinery. Has licensing agreements with 20 foreign firms. Employs 7,000; is subsidiary of Kobe Steel. H. Sotoura, manager of System-Project Division, Shinko Electric Co., Ltd., 5, Nihombashi Edobashi 3-chome, Chuo-ku, Tokyo. WTD. P-73101.

3559—UNITED KINGDOM — Manufacturing rights for **equipment for treating industrial effluent.** Seeks new technology in waste water treatment field. Products of specific interest include grit and silt interceptors, clarifier tanks, aerators, filter flow controllers, ion exchange plants, sludge handling equipment, pressure and rapid gravity filters. Also interested in licenses to produce chlorination systems. Company presently makes heat exchangers, furnaces and air cooled exchangers. Is subsidiary of large group. A Strenk, manager, Water & Waste Treatment Div., GKN Birwelco Ltd., Chester St., Aston, Birmingham. WTD. P-73103.

3563 — SWEDEN — Major firm wants to diversify. Seeks license to **manufacture screw and centrifugal compressors.** Market in Scandinavia and Europe. Presently produces jet and rocket engines, hydraulic equipment. Contact Swedish Trade Commissioner's Office, Attn: Ulf Selfvin, 333 North Michigan Ave., Chicago, Ill. 60601. (312-726-2582) P-73112.

3564 — SWITZERLAND — Manufacturing rights wanted for **self-cleaning air filters for cleaning systems.** For use in operations that generate dust. Firm currently produces special equipment for food and chemical industries. Has facilities in Switzerland and Germany; markets throughout Europe. Dr. Hermann Gericke, Gericke & Co., Stationsstrasse 67, 8105 Regensdorf. WTD. P-73100.

3569—NETHERLANDS — Manufacturing rights for **packaging machinery.** Interests include case erecting, packing, glueing equipment, can casing machines, wrap-around systems, blister and skin packing machinery. Also palletizing, washing filling, closing and labeling equipment. Sales territory would cover Western Europe. A. Bolte, manager, B. V.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-286F, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, BIC-266, Washington, D.C. 20230, or from any Commerce Field Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

Transportsystemen Conveyor Systems, 30 Tuinstraat or P.O. Box 197, Waalwijk. P-73081.

3670, 3679—ISRAEL — Licenses, including technical know-how and assistance in international marketing, sought by firm of engineers to manufacture **electronic or electro-mechanical equipment**. Potential production force would total between 30 and 40 employees. ELDAR, Kibbutz Yad Mordechai. M.P. Hof Ashkelon, Israel, Attn: Gad Rinatt. P-73105.

3674, 3679 — ISRAEL — Agent for electronic products seeks licenses to manufacture such electronic packaging concepts as **racks, slide drawers and printed circuits, as well as electronic production tooling.** Hamashbir Electronics, 76 Giborei Israel St., Tel Aviv. Attn: A. Rosenberg. P-73106.

3821—GERMANY—Leading producer of gas measuring and control instruments seeks manufacturing licenses to produce **mechanical or electronic counting devices for gases and liquids, as well as oval disk meters, rotary-piston meters and volumetric meters for gases and liquids.** Firm would need initial technical assistance and would prefer combination of lump sum payment and royalties for licenses. Company employs around 900 and has 29 sales agents. Annual sales approximately $11.25 million. G. Kromschroeder AG, Jahnplatz 6, 45 Osnabrueck. Attn: Mr. Stracke. WTD. P-73085.

3964—INDIA—Firm seeks technical collaboration and/or equity participation to manufacture **hosiery needles;** import of machinery envisaged. Plant will be set up to service about 750 hosiery manufacturers. R. S. Subramaniam, partner, Premier Needle Industries, 27-B Cooperative Colony, S. B. Mission P.O., Coimbatore 641011, Tamil Nadu. P-73093.

6512—CANADA — Recently constructed 8,000 sq. ft. industrial building in Toronto offered for lease as branch office or factory. John B. Salt, J. B. Salt Co., 159 Brahms Ave., Willowdale, Ontario M2H IH9. P-73091.

7011—AUSTRALIA—A new enterprise, Moonbee International Hotel, formed by a consumer products group is seeking an equity partner to invest up to A$500,000 ($635,000) of a total equity of A$1 million in a proposed **resort hotel** on the island of St. Bees off the Queensland coast. The remaining capital of A$2 million is to be raised by loans. The island of St. Bees is one of the islands of the Great Barrier Reef group which are en- Pty. Ltd., P.O. Box 503, Mackay, Queens- joying a favorable tourist market. G.B.R. land, 4740. WTD. P-73118.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Finance and Investment, BIC-286, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230 (202-967-2248), referring to the appropriate file number.

AUSTRIA—An industrial designer is interested in licensing U.S. manufacturers to produce a completely new scientifically planned **"space-saving kitchen unit"** including all kitchen facilities, breakfast bar, and dinner table. **File 2329**

UNITED KINGDOM — A medium to large-size company wishes to establish a licensing-joint venture arrangement with an American firm for their **modular computer interfacing system,** with the U.S. firm doing the manufacturing and marketing. **File 2330**

GERMANY—A small firm is seeking a U.S. licensee to produce and market in the U.S. its **false ceilings made of modified plastic. File 2331**

GERMANY—A large company is seeking licensees to produce its **hydraulic motors** in the U.S. **File 2332**

NETHERLANDS—A well-known patent attorney would like to transfer to an interested American company the patent rights for a **method of transporting crude oil through pipelines in cold areas,** particularly with permafrost. The invention involves reducing the viscosity of cold oil for pumping by dispersing it in an aqueous salt solution. **File 2333**

NETHERLANDS—A medium-sized manufacturer of agricultural machinery is interested in having its new, universal, **high-capacity carrot harvester** manufactured in the United States under license. **File 2334**

SWITZERLAND — A firm of architects offers manufacturing and distribution rights to a U.S. company for a patented **model construction system** used by architects. It enables companies engaging in prefabrication to assemble reduced scale models of planned building projects. **File 2335**

SWITZERLAND — A professor-engineer offers for manufacture in the U.S. under license his patented **spiked automobile tires which reputedly do not damage highways. File 2336**

SWITZERLAND—A member firm of one of Europe's major civil engineering companies offers license and know-how for its **prefabrication, precasting system** especially suitable for construction of apartment houses and office buildings. **File 2337**

SWITZERLAND—A small manufacturer offers license for its line of **pneumatic pilot and control valves** for various industrial applications. The line consists of air-operated impulse valves using recently developed new techniques which replace electro-mechanical valves. The line also includes a complete program of logical pneumatic elements and several auxiliary items for pneumatic controls. **File 2338**

SWITZERLAND — A company offers license for manufacture in the U.S. of its line of **blister pack machines for mass production of transparent packaging. File 2339**

SWITZERLAND—A large company offers license for manufacture in the U.S. of its line of **electronic weighing devices** for use in the food and chemical industries. The devices are used in manufacture of animal feed, agricultural and industrial chemicals, buttermilk, powdered milk, instant coffee, oils, cosmetics, perfumes, coke and coal, detergents, washing powders, flour and doughs, resins, plastic granules and powders. **File 2340**

Indian Firm Seeks U.S. Help In Starting Chemical Plant, Updating Materials Handling

Roberts, McLean and Co., Ltd. (RMC) of Calcutta plans to establish a new manufacturing plant to produce basic chemicals, basic drugs, and pharmaceutical formulations, and to expand and modernize its existing facilities which manufacture materials handling equipment and conveying systems.

RMC management has announced that it will consider proposals from American firms for suitable collaboration. The chemical projects will entail either manufacturing under a U.S. license or a joint venture with equity participation by an American firm. The Indian firm wishes to obtain U.S. technical know-how and designs in order to incorporate the latest technology in the manufacturing of materials handling and conveyor systems.

A detailed project report has not yet been prepared for the proposed expansion program. At this early stage, however, RMC invites American firms to express their interest. Write to Amar Mitra, sales manager, Roberts, McLean and Co. Ltd., 27-B Camac St., Calcutta, India 700016. A World Trade Directory Report (WTDR) on this firm is available through any Commerce Field Office.

Future Construction Abroad

SINGAPORE—The Government of Singapore, with World Bank assistance, is **relocating the University of Singapore** to an integrated campus at Kent Ridge. A S$6 million loan has been earmarked for the purchase of educational equipment and furniture. It is expected that tenders will be invited progressively between mid-1973 and early 1974. Tender invitations will be issued separately for the following categories or groups of equipment: solid mechanics, fluid mechanics, energy conversion, metallurgy and ceramics, manufacturing processes, civil engineering, electrical engineering, systems and industrial engineering, mechanical engineering, environmental engineering, kitchen equipment, steel and wooden furniture. Firms wishing to bid should register by writing to: Director, University of Singapore Development Unit, Kent Ridge, Off South Buona Vista Rd., Singapore 5. A registration form No. 001 will be sent on written request. All applications must reach the University not later than March 31.

ZAIRE—President Mobutu made a major policy speech Christmas Day in Kisangani, giving an impressive list of **development projects envisioned for eastern Zaire.** This list is available from the U.S. Department of Commerce, Trade Opportunities Sect. BIC-267, Rm. 1322, Washington, D.C. 20230. Many of the projects cited were evaluated by SICAI, an Italian firm of consultants engaged by the Presidency. President Mobutu indicated that they had been approved in principle but implied that many had not been funded.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good ***reputations. However, the Department cannot be responsible for any trade relations.***

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at local Commerce Field Offices.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Fruits, tree nuts

01730—FIJI—Shelled, unsalted almonds —ten one hundred weight sacks. Tropical Enterprises (I, A), P.O. Box 1308, Suva.

01730 — SWITZERLAND — Top quality, edible almonds, pecans, macadamia nuts, cashew nuts, tree nut mixtures. Hans Buob AG (I, D), Eisenbahnstr. 5, POB, Ch-9400 Rorschach. WTDR in prep.

Small arms

19510 — LEBANON — Hunting guns of 16 & 18 mm. Saddeh Bros. (I, R), 62 Jeanne d'Arc St., Beirut. Firm hopes to complete purchase arrangements before Easter.

19512 — GERMANY — Sports rifles, shotguns, reloading equipment for rifles, shotguns, gun sights. Albrecht Kind (contact: Mr. A. Kind) (I, D, M), 527 Gummersbach 31-Hunstig, Postfach 310145. WTDR 9/72.

Small arms ammunition

19610 — GERMANY — Ammunition, small arms. Albrecht Kind (contact: Mr. A. Kind) (I, D, M), 527 Gummersbach 31-Hunstig, Postfach 310145. WTDR 9/72.

19610 — LEBANON — Ammunition for hunting guns of 16 & 18 mm. Saadeh Bros. (I, R), 62 Jeanne d'Arc St., Beirut. Firm hopes to complete purchase arrangements before Easter.

Meat products

20110 — FRANCE — Frozen suprarenals (adrenal glands) and frozen hypophysis (pituitary body) from beef, lamb and mutton, pork for opotherapic use. Marcel Boutet (I, A), 4 Rue de Tournon, 75006 Paris.

20110 — TOGO — Frozen meat — cattle, hogs, sheep, other edible meat. Price c.i.f. Lome. Offers requested. Initiative Togolaise (I, A, D), 172 Blvd. Circulaire, Lome.

20119 — GREECE — Raw hides, skins for shoe uppers and soles, and other leather products. Selidis Bros. (I, A), 2 Frangini St., Thessaloniki. WTDR 4/72.

20150 — GERMANY — Poultry and small game (also parts and edible organs: liver hearts, etc); c&f; cash against documents. Georg Bruner KG. (contact: George Bruner) (M, D, I, exporter), D-8000 Muenchen 81, Musenbergstr. 29. WTDR 1/73.

20153 — TOGO — Turkey tails and parts. Price quotations c.i.f. Lome. Direct purchase & agency. Initiative Togolaise (I, A, D), 172 Blvd. Circulaire, Lome.

Canning, preserving foods

20310 — FRANCE — Canned seafoods: lumpfish eggs, salmon, lobsters. Soric (I, D, R), 5-7 Rue St. Augustin, 75002 Paris. WTDR 8/72.

20310 — FRANCE — Canned seafoods. Maxime Delrue (A, D, I), 101 Rue de la Haie-Coq, 93 Aubervilliers.

20310 — FRANCE — Canned seafoods. International Foodstuffs Agencies (I, A), 38, Ave. de L'Opera, 75002 Paris.

20324 — FRANCE — Canned specialties, canned nationality foods. Maxime Delrue (A, I, D), 101 Rue de la Haie-Coq, 93 Aubervilliers.

20330 — BURUNDI — Various kinds of canned fruit, fruit juices. Correspondence in French. Hatton & Cookson (I, D), B.P. 315, Bujumbura. Goods should be securely packed and banded against damage, pilferage.

20331 — FRANCE — Canned fruits. Maxime Delrue (A, D, I), 101 Rue de la Haie-Coq 93 Aubervilliers.

20331 — FRANCE — Canned fruits: cherries, juices from Florida. Soric (I, D, R), 5-7 Rue St. Augustin, 75002 Paris. WTDR 8/72.

20331 — GERMANY — Dried, canned and frozen fruits; c&f; cash against documents. Georg Bruner KG, (contact: Georg Bruner) (M, D, I, exporter), D-8000 Muenchen 81, Musenbergstr. 29. WTDR 1/73.

20332 — FRANCE — Canned vegetables: asparagus. tomatoes (concentrate, mashed), corn. Soric (I, D, R), 5-7 Rue St. Augustin, 75002 Paris. WTDR 8/72.

20332 — FRANCE — Canned vegetables. Maxime Delrue (A, D, I), 101 Rue de la Haie-Coq, 93 Aubervilliers.

20334 — FRANCE — Canned fruit juices: nectars, concentrates. Maxime Delrue (A, D, I), 101 Rue de la Haie-Coq, 93 Aubervilliers.

20341 — FRANCE — Dried fruits: plums, almonds. Soric (I, D, R), 5-7 Rue St. Augustin, 75002 Paris. WTDR 8/72.

20341 — SWITZERLAND — Dried, dehydrated big size apricots, pears, peaches, prunes, Sultana raisins. Requests offers for first rate quality only. Hans Buob AG (I, D), Eisenbahnstr. 5, POB, Ch-9400 Rorschach. WTDR in prep. Firm has well established distribution channels to Swiss health food trade.

20361 — FRANCE — Frozen packaged fish, other seafood. Soric (I, D, R), 5-7, Rue St. Augustin, 75002 Paris. WTDR 8/72.

20361 — TOGO — Frozen fish — varieties — especially mackerel and tuna. Price c.i.f. Lome. Descriptive offers requested. Direct purchase & agency. Initiative Togolaise (I, A, D), 172 Blvd. Circulaire, Lome.

20371 — FRANCE — Frozen fruits; all types. Soric (I, D, R), 5-7 Rue St. Augustin, 75002 Paris. WTDR 8/72.

20372 — FRANCE — Frozen vegetables; all types. Soric (I, D, R), 5-7 Rue St. Augustin, 75002 Paris. WTDR 8/72.

20372 — ITALY — Deep frozen vegetables. Scelto SRL (I, D, M), Via Circonvallazione, 15011 Acqui Terme Alessandria. WTDR in prep.

Grain mill products

20411 — ANGOLA — Semolina for manufacture of macaroni and noodle products. Informative material, quotations requested. Correspondence in Portuguese preferred. Massas Alimenticias Duquesa do Huambo Lda. (M), P.O. Box 2070, Nova Lisboa. Firm desires to complete purchase arrangements urgently.

20421 — FIJI — Field corn for poultry feed — 600 tons every three months. Company would be interested in other poultry feeds if competitive with corn. Tropical Enterprises (I, A), P.O. Box 1308, Suva.

Confectionery

20730 — SWITZERLAND — Dentasan chewing gum or equal which prevents tooth decay. Weitnauer AG, Attn: Mrs. Iannelli (I, A), Petersgasse 36/38, 4001 Basel.

Food preparations

20999 — FRANCE — Maple syrup. Hediard Distribution (I, R), 5-11 Rue Jules Ferry, 92-Courbevoie.

Broad woven fabric mills, cotton

22110 — FRANCE — Decorator fabrics for curtains, draperies, bed spreads, etc. (plain cotton and sateens). Rodin (D), 36, Av. des Champs Elysees, 75008 Paris.

22116 — GREECE — Cotton and synthetic drapery and upholstery fabrics. Requests brochures, quotations. Stefanos Marmarinos (I, R), 67A Omonias St., Kavala. WTDR in prep.

22117 — SOUTH AFRICA — Fabrics, broadwoven: cotton, for manufacture of men's, boys' clothes, women's underwear, sheets, pillowcases. Pep Stores Ltd. (R, M), P.O. Box 76, Van Riebeeck Rd., Kuils River, Cape Province. WTDR 1/73.

22118 — BURUNDI — Cotton bedsheets and pillow cases, light weight, colored and white, solid and printed. Samples, catalogs requested. Correspondence in French. Michel Tsimidopoulos (I, R), B.P. 80, Bujumbura. Goods should be securely packed and banded against damagen pilferage.

Broad woven fabric mills, manmade fiber, silk

22210 — BURUNDI — Fabrics in man made and mixed fibers for mens suits, trousers fair to medium quality; fabrics in nylon, rayon, acetate, white or colored, solid or printed, for indigenous ladies robes and veils. Samples, catalogs requested. Correspondence in French. Hatton & Cookson (I, D), B.P. 315, Bujumbura. Goods to be securely packed and banded against damage, pilferage.

22210 — FRANCE — Decorator fabrics for curtains, draperies, bed spreads, etc. (man-made fiber, silk, shantung). Rodin (D), 36 Av. des Champs Elysees, 75008 Paris.

22211 — GREECE — Drapery fabrics, rayon or acetate pile. Requests brochures, quotations. Stefanos Marmarinos (I, D), 67A Omonias St., Kavala.

22216 — TAIWAN — Rayon filament of A quality, 30 filament, semi-dull 150 den., two thousand kgs per mo. Chin Pang Enterprise Co., Ltd. (A, I), 46-4, I-Ning St., Taipei 104.

22218 — SOUTH AFRICA — Fabrics, broadwoven: man-made fiber, silk; for manufacture of men's, boys' clothing, women's underwear. Pep Stores Ltd. (R, M), P.O. Box 76 Van Riebeeck Rd., Kuils River, Cape Province. WTDR 1/73.

Broad woven fabric mills, wool

22313 — SOUTH AFRICA — Fabrics, broadwoven: of wool, mohair, similar fibers; for manufacture of men's clothing. Pep Stores Ltd. (R, M), P.O. Box 76, Van Riebeeck Rd., Kuils River, Cape Province. WTDR 1/73.

Knitting mills, products

22520 — BURUNDI — Various types of low-and medium priced men's, youths' and boys' socks in cotton, nylon, acrylic, mixed yarns. Correspondence in French. Hatton & Cookson (I, D), B.P. 315, Bujumbura. Goods should be securely packed and banded against damage, pilferage.

Floor covering mills, products

22700 — ITALY — Wall-to-wall carpeting (all types). F. Citterio (I, D), Via Casoretto 36, 20131 Milan.

Men's, youths', boys' suits, coats, overcoats

23111 — SOUTH AFRICA — Men's, youths' suits: medium, summer weights; latest styles; medium priced. Waynik Buyers (Pty) Ltd. (R), 150 Victoria Rd., Woodstock, Cape Province.

Men's, boys' furnishings

23214 — BURUNDI — Men's, youths' and boys' woven dress and sport shirts. Correspondence in French. Michel Tsimidopoulos (I, R), B.P. 80, Bujumbura. Goods should be securely packed and banded against damage, pilferage.

23214 — BURUNDI — Men's, youths' and boys woven dress and sport shirts; quantity; 100 dozen per order. Correspondence in French. Hatton & Cookson (I, D), B.P. 315, Bujumbura. Goods should be securely packed and banded against damage, pilferage.

23214 — NIGERIA — Synthetic, blend and cotton Hawaiian-type sport shirts. Raymond Commercial (Nigeria) Agency (I, D), Block 5, Flat 2 Alhaji Masha St., Surulere, P.O. Box 7831, Lagos. WTDR 11/72.

23271 — BURUNDI — Men's and boys' trousers, slacks and jeans. Catalogs requested. Correspondence in French. Hatton & Cookson (I, D, R), B.P. 315, Bujumbura. Goods to be securely packed and banded against damage, pilferage.

23291 — JAMAICA — 1,000 marine work jackets suitable for use in reefer ships. Brochures, price lists requested. The Shipping Assoc. of Jamaica, contact: Mr. Noel Hylton (shippers, agents and stevedores assoc.), 161 Water Lane, Kingston.

Apparel, accessories

23872 — GERMANY — Ladies' apparel belts, elastic, metal surface. Benedikt Tillmann (contact: Mr. H. Huenemeyer) (I), 5 Koeln 1, Albertusstr. 47-49. WTDR 4/72.

23890 — GERMANY — Children's cowboy fancy costumes; prices c.i.f. if possible. Schubert & Co. KG, (contact: Herr Schubert) (I, D, A), 4018 Langenfeld, Max-Planck-Ring 14.

Fabricated textile products

23928 — BURUNDI — Bedsheets and pillowcases in synthetic and mixed fibers, no iron and regular, colored and white, solid or printed, including mixable patterns. Samples, catalogs requested. Correspondence in French. Michel Tsimidopoulos (I, R), B.P. 80, Bujumbura. Goods should be securely packed and banded against damage, pilferage.

23951 — NIGERIA — Cotton and wool embroideries and emblems. Raymond Commercial (Nigeria) Agency (I, D), Block 5, Flat 2 Alhaji Masha St., Surulere, P.O. Box 7831, Lagos. WTDR 11/72.

23961 — SOUTH AFRICA — Men's, boys' suit findings, related products. Pep Stores Ltd. (R, M), P.O. Box 76, Van Riebeeck Rd., Kuils River, Cape Province. WTDR 1/73.

23963 — SOUTH AFRICA — Women's children's apparel findings, trimmings. Pep Stores Ltd. (R, M), P.O. Box 76, Van Riebeeck Rd., Kuils River, Cape Province. WTDR 1/73.

Logging camps, logging contractors

24110 — VENEZUELA — Ties: 165,000 creosoted railway ties for wideguage railroad; second order for 100,000 will soon follow. Request quotations c.i.f. La-Guaira. Reply to be made via telex Attn: Flores/Clyde 21141 Rafco. Flores/Clyde (consultants).

Sawmills, planing mills

24211 — ITALY — Douglas fir. Domenico Savio (R, M), Via Vipacco 26 Aeronautica, 10142 Torino.

24212 — ICELAND — Shipbuilding oak, edged, width 10" - 16", length 18' - 26'; 25 pieces of each of following in selected car stock: 1½", 2"; 2½", 3"; 3½", 4"; 12,000 board ft. Oregon pine or douglas fir 3¼" x 5¼". Elding Trading Co. (I, A, D), Harfnarhvoli, Tryggvagotu, Reykjavik. Quote c.i.f. Reykjavik. Firm requests 90 day sight draft.

24212 — SPAIN — Rough lumber — oak wood planks over two ins. in nominal thickness. Correspondence should be in Spanish. Parkestil (M), Magallanes, 53 - Barcelona-4.

24261 — SPAIN — Oak parquetry chemically treated against parasites. Correspondence should be in Spanish. Parkestil (M), Magallanes, 53, Barcelona-4.

Millwork, veneer, plywood, prefabricated structural wood items

24324 — BELGIUM — Cedar wood in all widths, very thin, grooved for panelling, ceilings, walls. Direct purchase & agency. Clement Gijsbrechts & Zoon N. VM (I, A, D), Rubensstraat 5 B, 2960 Muizen.

Household furniture

25120 — JAPAN — Furniture, household, upholstered and not upholstered, wood frames. Best International, a Div. of Commercial Development Co., Ltd. (I, A, D), Imperial Hotel Annex, 1-1, Uchisaiwai-cho 1-Chome, Chiyoda-ku, Tokyo (100). WTDR 11/72.

Industrial chemicals

28130 — AUSTRALIA — Particular fluorocarbon refrigerant gases as follows: R13 (CCL2/F2) chlorotrifloromethane; R113 (CCL2F.CCLF2) trichlorotrifluoroethane; R114 (CCLF2CCLF2) dichlorotetrafluoroethane; R13BL (CBRF3) bromotrifluoromethane; R502 Azeotropic mixture of R115 (51.2) and R22 (48.8 percent). Commonwealth Ammonia Co., Attn: M. G. Shand, Purchasing Officer, P.O. Box 13, Central Concord, N.S.W. 2137.

28153 — GERMANY — Organic pigments. Direct purchase & agency. Christensen, Schwartz & Co. (I, A, D), 2 Hamburg 76, Karlstrasse 21. WTDR 1/71.

28160 — ALGERIA — Zinc oxide; also EPC black; also ground whiting. Correspondence in French. Societe d'Application des Elastomeres-Sael (M, D, I), Route de Meftah, Oued s'Mar, Algiers.

28180 — ALGERIA — Rubber processing chemicals; accelerators (activor) and antioxidants. Correspondence in French. Societe d'Application des Elastomeres-Sael (M, D, I), Route de Meftah, Oued s'mar, Algiers.

28180 — ITALY — Licorice extract for pharmaceutical preparation either in blocks (11 pounds each), or granular in bags. 150 metric tons to be shipped annually in March or preferably 75 metric tons shipped each March and August. Specifications: Glycirizin content from 22 to 25%; ashes from 4 to 7%; moisture not over 18%. Submit quotations c.i.f. Italian port. Farmindustria S.P.A. (M, exporter), Via Nazionale Adriatica, 66023 Francavilla Al Mare (Chieti). First shipment needed March 1973.

28190 — ALGERIA — Sulfur. Correspondence in French. Societe d'Application des Elastomeres-Sael (M, D, I), Route de Meftah, Qued s'Mar, Algiers.

28190 — MEXICO — Approximately 60 tons of lithium hydroxide monohydrate per yr. Price quotations at f.o.b., Laredo, Texas. Manufacturas y Procesos Industriales, S.A. (M), Ing. Raymundo Castano B., Apartado Postal 2500, Monterrey, N.L. WTDR 5/72.

Synthetic materials

28219 — PHILIPPINES — Polyprophylene for manufacture of plastic woven sack. Lunar Manufacturing Corp. (M), 732 Rizal Ave., Sta. Cruz, Manila.

28220 — ALGERIA — Synthetic rubber; styrene-butadiene (SBA type "cariflex-S1606, S 1808, S 1712); also polyethylene glycol. Correspondence in French. Societe d'Application des Elastomeres-Sael (M, D, I), Route de Meftah, Oued s'Mar, Algiers.

28241 — TAIWAN — Nylon filament (75D - 150D). K. H. Trade International, Ltd. (A, I), 51, Lane 181, Kang-ning Rd., Sec. 1, Nei Hu, Taipei 114. Direct suppliers requested.

Drugs

28311 — GERMANY — Biological products for human use; blood derivatives. Direct purchase & agency. Welding & Co. (I, A, D), 2 Hamburg 36, Grosse Theaterstr. 50.

28331 — GERMANY — Synthetic organic medicinal chemicals in bulk; food additives. Direct purchase & agency. Welding & Co. (I, A, D), 2 Hamburg 36, Grosse Theaterstr. 50.

28332 — GERMANY — Medicinal chemicals, botanical products. Direct purchase & agency. Welding & Co. (I, A, D), 2 Hamburg 36, Grosse Theaterstr. 50.

28332 — SWITZERLAND — Botanical drugs, naturally occurring vitamins, animal origin drugs, other organic and inorganic medicinal chemicals in bulk, for human and veterinary use. Prochem AG (I, D), Lagerstr. 33, POB, Ch-8021 Zurich. WTDR 2/72.

28347 — GERMANY — Antibiotic preparations. Direct purchase & agency. Welding & Co. (I, A, D), 2 Hamburg 36, Grosse Theaterstr. 50.

Paints, varnishes, lacquers, enamels

28510 — GERMANY — Fillers for lacquer industry. Direct purchase & agency. Christensen, Schwartz & Co. (I, A, D), 2 Hamburg 76, Karlstrasse 21. WTDR 1/71.

28518 — FRANCE — Sealing pastes and putties for building trade. S. A. Barthelemy (M), 71, Rue de France, 94300 Vincennes.

Agricultural chemicals

●28700 — ZAMBIA — Supply of insecticides as follows: 78,000 liters of endosulphan, 35% E.C. 96,000 kilograms of DDT, 75% W.P. (Grey) 80,000 liters of dieldrin 18% E.C. 57,000 liters of solvent as specified in tender. Invitation to bid No. MF/ORD/051. Bid deadline March 16. Secretary, Republic of Zambia Central Supply and Tender Board, P.O. Box 1009, Lusaka, Zambia. Tender documents available, when received, from U.S. Department of Commerce, Materials Division, BCABP-458, Washington, D.C., 20230. ★ (202-967-3420). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. ★(415-556-5868).

28711 — NIGERIA — Phosphatic fertilizers including superphosphates; nitrogenous fertilizers including ammonium sulfate. Direct purchase & agency. Agrotec Services Ltd. (I, A, D), Oke-Afa, Isolo, P.O. Box 377, Mushin, Lagos State.

Chemical products

28990 — ALGERIA — Stearic acid. Correspondence in French. Societe d'Application des Elastomeres-Sael (M, D), Route de Meftah, Oued s'Mar, Algiers.

Fabricated rubber products

30696 — SOUTH AFRICA — Soles for skin diving bootees; good gripping quality. Samples, best export prices by airmail requested. Diagram Marketing (I, A, D, M), P.O. Box 246, Rondebosch, Cape Province.

Plastic products

30790 — ITALY — Self-adhesive plastic sheets. F. Citterio (I, D), Via Casoretto 36, 20131 Milan.

30798 — ISRAEL — Emergency tents, rubberized/synthetic, gas inflatable; to be used as portable (mobile) hospitals; capacity: 8 - 10 beds; size: 12 x 16 ft. Cable offers: Maravia Lod Airport. Hugomarom Aviation Consultants Ltd. (consulting engineers in aviation, aeronautics, space and associated fields.), P.O. Box 139, Lod Airport. Attn: Mr. Sanford, Marketing Dept. Requests replies as soon as possible as emergency tents urgently required.

30798 — JAPAN — Plastic pool: width more than 6m x 6m, depth more than 1m. Catalogs, descriptive materials requested. Seibu Department Store, Ltd., Attn: Mr. Torahiko Kaneko, 2nd Interior Sec., Furniture Dept. (I, R), 28-1 Minami-Ikebukuro 1-Chome, Toshima-ku, Tokyo 171. WTDR 7/72.

Leather tanning, finishing

31111 — TAIWAN — Finished cattle hide, leather material for making work gloves. Golconda Industrial Co., Ltd. (I, M), 16 Lane 351, Tun hua S. Rd., Taipei 105.

Luggage

31610 — GERMANY — Hunting leather goods. Albrecht Kind (contact: Mr. A. Kind) (I, D, M), 527 Gummersbach 31-Hunstig, Postfach 310. WTDR 9/72.

31610 — NIGERIA — Hand luggage. Raymond Commercial (Nigeria) Agency (I, D), Block 5, Flat 2, Alhaji Masha St.. Surulere, P.O. Box 7831, Lagos. WTDR 11/72.

Cement

32410 — ECUADOR — Clinker for producing puzzolanic-portland cement type-IP (ASTM-C-150). Clinker must be less than one inch in diameter. Eighty to eighty-four thousand metric tons needed per yr.; shipments of five to eight thousand metric tons per mo. required. Shipments in bulk to ports of Guayaquil or San Lorenzo, Ecuador. Also needed is equipment for cement plant capable of producing above mentioned cement with production capacity of twenty metric tons per hour. Equipment can be new, or, all or partially used if inspected. reconditioned, cleaned, painted and guaranteed. All equipment must be ready for export. Catalogs, descriptive material, price lists requested. Materiales Ecuatorianos de Construccion S.A. (Matecsa) Avenida 6 de Diciembre 2212-Quito. WTDR in prep.

Structural clay products

32530 — GERMANY — Mosaic tiles. Direct purchase & agency. Chrstensen, Schwartz & Co. (I, D), 2 Hamburg 76, Karlstrasse 21. WTDR 1/71.

Pottery, related products

32620 — AUSTRALIA — Vitreous china and porcelain table and kitchen articles for household; china dinnerware. Direct purchase & agency. Avantelle Pty. Ltd. (I, R), P.O. Box 2118, Nth, Parramatta, NSW 2151.

Concrete, gypsum, plaster products

32740 — GERMANY — Dolomite. Direct purchase & agency. Christensen, Schwartz & Co. (I, A, D), 2 Hamburg 76, Karlstrasse 21. WTDR 1/71.

Abrasive, asbestos, nonmetalic mineral products

32920 — GERMANY — Asbestos fibers.

Direct purchase & agency. Christensen, Schwartz & Co. (I, A, D), 2 Hamburg 76, Karlstrasse 21. WTDR 1/71.

Steel mill products

33120 — PAKISTAN — Steel billet ends (maximum tensile strength not exceeding 80 kilogram/mm.^{2} and galvanized plain steel sheet cuttings (bright spangles) 20/30 gauge. Direct purchase & agency. Rafiq & Co. (I, D), Opposite Town Hall, Lohari Gate, Multan. (Cable: Rafiqco). Firm hopes complete purchase arrangements for 2,000 tons by end of March and requests price quotations with sizes available.

33123 — GREECE — Silicon steel sheet and strip for use in manufacturing transformers, electric motors. Direct purchase & agency. Nicolaos Asteriadis (I, A), 54 Megalou Alexandrou St., Thessaloniki, P.O. Box 500, Cables Mesotron. Requests informative material, quotations and credit terms. Estimates potential silicon steel sheet sales will reach 2,000 tons per year and interested in exclusive agency.

33123 — JAMAICA — Hot-rolled sheets, both galvinized and blackplate; 20 guage, 4/8 ft. C.i.f. Kingston quotes requested. Clark & Clark Ltd., Attn: Mr. Harold Clark (M), 41 Dunrobin Ave., Kingston 10. Tel 924:1182. WTDR 12/72. Requires American quotes as soon as possible for near-term production, with repeat orders possible.

33124 — JAMAICA — Hot-rolled bars and structural shapes; round bars: 5 tons ea.: half in.; three-eights in.; in 20 or 30 ft. lengths; hollow shapes: 10,000 ft. ea.: half in. sq.; one in. sq.; and one by two in. rectangle. Quotes c.i.f. Kingston requested. Clark & Clark Ltd., contact: Mr. H. Clark (M), 41 Dunrobin Ave., Kingston 10. Tel: 924-1182. WTDR 12/72. American quotes required as soon as possible for near-term production, with repeat orders possible.

33125 — TAIWAN — Steel coils for making pipes, JIS G 3131 SPHC, thickness 1.2 - 4.4 mm, width 175 - 1000 mm, quantity 50,000 tons annually. Maritime Engineering Service (A, I), P.O. Box 265, Taipei.

33127 — TAIWAN — Stainless steel sheets and coils, AISI 304 and 430. Flying Eagle Enterprises, Ltd. (A, I), P.O. Box 1475, Taipei.

33151 — FRANCE — Steel cables and accessories such as terminals clamps, shackles, hooks, holders for marine use (Crosby type). Etablissements G. Gorin et Cie (D), 14 Bis, Rue des Minimes, 75003 Paris.

Rolling, drawing, extruding of nonferrous metals

● 33500—IRAN—Plate, aluminum ribbed, 400 pieces (11 tons), 2000 x 1000 x 5mm. Iranian State Railways tender No. 2601/51, bid deadline May 7. Documents available from Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C., 20007.

33510 — UNITED KINGDOM — Copper tubing to British standards for plumbing services. Louis G. Ford Group of Companies (L. J. Ayres, Merchandise Controller) (D, R), 13 Station Parade, Eastbourne, Sussex.

33512 — INDIA — Extruded copper tube, deoxidized, as drawn condition size 4.½" with minus tolerance of 0.015" and no plus tolerance id and 4.75 with plus tolerance of 0.015" and no minus tolerance. End use for manufacturing sand cup copper gasket for polyester spinning. Quantity required 1,250 kilograms. Indian Organic Chemicals Ltd. (M), Chinnasekkadu, Manali, Madras 600068.

Primary metal industries

33911 — INDIA — Stainless steel strip AISI 449 C or equivalent. End use to make cutter blade for cutting polyester two to staple length. Size thickness 0.035" to 0.04", width 0.75". Quantity required 35,000 ft. Bohler Special KR tool steel; size 32 mm width, 8 mm thick, length 240 mm. Quantity required 300 meters. End use to make cutter blade knife for cutting polyester two into staple length. Indian Organic Chemicals Ltd. (M), Chinnasekkadu, Manali, Madras 600068.

Cutlery, hand tools, general hardware

34211 — FRANCE — Hunting and fishing cutlery. Direct purchase & agency. Dafnie S.A.R.L. (I, M, D), 141 Faubourg St. Antoine, Paris 11. WTDR 6/72.

34231 — GERMANY — Mechanics' hand service tools. Herm. Stocks & Co. Import, Export, Grosshandel (I, A, D), 2 Hamburg 26, Palmerstr. 9A, Attn: Mr. Jens Rese.

Heating apparatus, plumbing fixtures

34336 — ITALY — Aluminum and copper components for gas fired boilers with atmospheric burners. Finterm Gruppo Finanziario Termico (M, D), Corso Caninico Allamano 11, 10095 Grugliasco.

34336 — USSR — High-technology industrial gas burners. Foreign Relations Dept., USSR Ministry of Gas Industry, Ulitsa Kirova 13, Moscow TS., and V/O Machinoimport, Smolenskaya-Sennaya Pl. 32/34, Moscow G-200.

Screw machine products

34522 — GERMANY — Sophisticated, new developed fastening and/or riveting systems for industrial, other applications (for direct import and/or license manufacturing. Herbert Schruff (I, D, M), 112 Kurmanizer Strasse, 623 Frankfurt-Main-Hochst. Firm has network of trained sales engineers, for aggressive promotion.

Fabricated metal products

34920 — AUSTRALIA — Safes and cabinets. Request literature & price list. Security Engineering Pty. Ltd. (M, D, I), B. K. Gouldham, Mng. Dir., P.O. Box 226, Applecross, Western Australia, 6153.

34990 — AUSTRALIA — Small personal protection devices especially for women as purse size gas protection cans, whistles, door alarms, window locks, emergency items. Direct purchase & agency. Mazimex (I), Newington Rd., Marrickville, N.S.W. 2204. WTDR in prep.

Farm machinery

35228 — FRANCE — Instruments for animal breeders (marking & cutting devices, sheep shears, animal clippers, etc.). Identix Hauptner (I, D, M), Ernolshiem Les Saverne, 67330 Bouxwiller.

Construction, mining, materials handling machinery, equipment

● 35300 — IRAN — One 100 ton non-self-propelled floating crane for delivery Khorramshahr, Iran. Customer: Ports and Shipping Org., Ministry of Finance, Chaharrahe Shah Kuche Simorgh, Tehran. Bid No. 51/14/M with deadline of March 11. Documents available at $40 from Adibi-Harris Associates, Consulting Engineers, Aluminum bldg., Shah Ave., Tehran.

●35300 — TAIWAN — One twin screw diesel trailing suction hopper dredger, one stationary cutter suction dredger, and one grab dredger. Contact: Central Trust of China, Procurement Department, 49 Wu Chang St., Sec. 1, Taipei 100, Republic of China. Bid #GF3-613113 with deadline March 23.

35314 — TAIWAN — Eighty (80) ton crane, 180 reach with trapezoidal boom. Dragon Gate Trading Co., Ltd. (A, D, I), 294 Fo Ho Rd., Yung Ho, Taipei 234. WTDR 1/73.

35318 — FRANCE — Scrapers for highways, building construction (small and very large size). Garabet International (I, D), 95 Ave. Paul Vaillant Couturier, 94250 Gentilly.

●35360—BURMA—One ground control 1½ ton monorail electric hoist. Contact: Deputy General Manager (Engineering), Timber Corp., Ahlone, Rangoon. Bid CAP. 33(T)MCY-TC/72-73; deadline March 26.

35370 — NIGERIA — Fork lift trucks from one quarter up to 5 ton lift. Direct purchase & agency. Mr. Dennis Bryant, Chief Engineer, Temco Engineering Co. (I, A, D), 88 Oyediran St., Surulere, Lagos.

Metalworking machinery

35418 — CZECHOSLOVAKIA — Metal-cutting machine tool for automatic cutting and boring of aluminum frames for windows in housing construction. Stavebni Stroje, National Enterprise (provides commercial and engineering services for building industry), Stavebni Stroje, Limuzska 6, Prague 10. Ministry of Construction of Czech Republic has short-term hard currency allotment for purchase of equipment.

35482 — GERMANY — Power driven hand tools for hobby uses. Direct purchase & agency. Christensen, Schwartz & Co. (I, A, D), 2 Hamburg 76, Karlstrasse 21. WTDR 1/71.

35485 — INDIA — Automatic plant (capacity: 600 metric tons per annum) for manufacturing nickel wire, cupro-nickel wire, and monel wire used for welding rods; nickel wire for production of termo conductor material used for heaters. Morlidhar Premchand & Co. contact: Morlidhar P. Shah (I, A, D), 9B, Bazar Marg, Pusa Rd., New Delhi-60. WTDR 8/71.

Special industry machinery

● 35500 — INDONESIA — The following equipment is needed for the rehabilitation of Bah Jambi, Gunung Bayu and Mayang palm oil mills: a sterilizing station; a threshing station including a fruit elevator, overhead crane and bunch stripper; a pressing station; and a kernel recovery station including a dry nut elevator, nut bins, a nut conveyor, nut grading and cracking equipment, kernel sterilizers, driers, winnowers, and a kernel weighing scale. Tender No. 07/IDA/17/73. Bid deadline March 30. Customer: Perusahan Negara Perkebunan VII, c/o Jalan R. A. Kartini 8C, Medan, North Sumatra, Indonesia. Copies of tender document including parcel of 16 drawings are obtainable for Rupiah 20,000 each (approx. U.S. $47.96) from Liaison Office, Perusahaan Negara Perkebunan VII, Jalan Cibeber I/31, Kebayoran Baru, Jakarta, Indonesia.

● 35500 — TURKEY — Consulting engineering firm to be awarded contract to advise construction of 1500 ton/year capacity dyestuffs plant to be constructed in Tarsus by Sumerbank. Tender No. not specified; bid deadline March 15. Sumerbank Genel Mudurlugu (Sumerbank Directorate General) Ulus, Ankara. Specifications available on a short term loan basis to firms domiciled in the U.S. from Transportation and Capital Equipment Division, BCABP-464, U.S. Dept. of Commerce, Washington, D.C., 20230, ★(202-967-5593).

35521 — MEXICO — Machinery to laminate plastic coating onto curtain material, other types of fabric. Firm desires technical assistance as well as machinery for such a factory. Estimated annual demand for coated fabric is 300,000 meters. Correspondence should be in Spanish. Marchand, S.A. (R, M), Hidalgo Pte. 825, Apartado Postal 2703, Monterrey, N.L. WTDR 7/72.

35521 — SOUTH AFRICA — Textile machinery for manufacture of wearing apparel, blankets. Pep Stores Ltd. (R, M), P.O. Box 76, Van Riebeeck Rd., Kuils River, Cape Province. WTDR 1/73.

35591 — GERMANY — Ammunition and explosives loading machinery and equipment, as well as machinery for manufacturing explosives and propellants. Wasag Chemie GmbH, Abteilung: Ingenieur Verfahrenstechnik contact: Dr. Walter K. Hornung (M, I), 43 Essen, Rolandstrasse 9. WTDR 11/72.

35595 — TAIWAN — Machinery for making packaging materials. King Jewelry Co., Ltd. (I, D), 21 Cheng Tu Rd., Taipei 100.

35595 — TURKEY — Machinery for producing plastic zippers to be used in men's trousers and women's skirts. Zippers should be of highest possible quality. Akfil Sanayi ve Ticaret A.S., Attn: Mr. Bulent Knoyar or Mr. Rustu Izmen (M), Osmaniye 6, Bakirkoy, Istanbul. WTDR 6/71. Desires quotations, samples in various sizes at earliest possible date.

General industrial machinery

● 35600 — TURKEY — Boiler feed pumps 250 ton/hour capacity; circulating water pumps 11,500 ton/hr. capacity; main condensate pumps 400 ton/hr. capacity. Tender No. not specified; bid deadline March 30. Turkiye Elektrik Kurumu (Turkish Electric Authority), Santrallar Dairesi, Necatibey Caddesi, Ihlamur Sokak, Maro Han 7th Floor, Ankara. Interested firms must buy two copies of specifications available for TL1,000 ($72) each at above address. Bidders are required to return two copies completed bid documents.

35690 — AUSTRALIA — Equipment to produce pressure sensitive adhesive labels mounted on quick release backing paper which can die-cut as well as print, sprocket punch, perforate (cross and longitudinal), slit and deliver in fan fold form. Requests details, prices, availability. Spicer-Cowan (R, M), Mr. R. J. Harlow, Br. Mgr., Paper Div., Treas. Rd. & Channon St., Queens Park, Western Australia, 6107.

35690 — FRANCE — Audric examination equipment. Optique Haussmann Acoustique (R), 192 Blvd. Haussmann, 75008 Paris. WTDR 11/72.

35690 — GERMANY — Fire fighting equipment. Coutinho Caro & Co., contact Herr Roedding (I, D), 563 Remscheid 1, Nordstr. 4, Postfach 100209.

Office, computing, accounting machines

35720 — NORWAY — IBM with ball head, models 71 and 72 or equal, (production year 1965 and later), carriage 13 ins. 10 pitch, second hand, rebuilt with Norwegian keyboard. G. Ronning (R, D), Dronningensgate 21, Oslo 1.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

35484 — SWITZERLAND — Shock absorber test machines for automobiles and trucks; wheel alignment equipment as used by automotive trade, service stations, of type manufactured by Hunter, or equal. Henri Bachmann AG, Attn: Mario Ruf, Pres. (I, D, R), Spitalstrasse 12, 2501 Biel. WTDR 6/72.

3661279—FRANCE — Professional facsimile equipment for transmission in FM (1.900 herz) of documents measuring 20 in. by 24 in. Societe Nauder (A, D), 23, Rue Boissiere, 75016 Paris. Attn: Mr. Patrice B. Chercot.

35791 — TAIWAN — Complete set of spirit master ditto making machine (carbon) either automatic or semi-automatic together with production know how and raw materials for producing 1,500 to 2,000 sheets, 8½ in. x 11 in. and/or 8½ in. x 14 in. Taiwan Office Machine Co., Ltd. (A, I), 135 Chang Chun Rd., Taipei 104.

Service industry machines

35811 — ARGENTINA — Cigarette vending machines, coin operated. Ing. Lazaro Droznes (advisor), Tucuman 1687 Piso 6 Dto. "B", Buenos Aires, Argentina. Descriptive literature, price lists requested.

35820 —CYPRUS — Commercial laundry, dry cleaning, and pressing machinery, equipment. Catalogs, descriptive materials. Quote c.i.f. Cyprus. Direct purchase & agency. Tradex Ltd. (I, A, D, R), 16 Homer Ave., P.O. Box 2277, Nicosia.

35820 — ECUADOR — Coin-operated commercial laundry and dry cleaning equipment such as washers, dryers, dry-cleaning units. Machines to be used in self-service laundromats. Eduardo Andrade Chiriboga (private individual seeking to establish private business), Calle Egas 586, Quito.

35850 — BURUNDI — Prefab one and one-half to two and one-half ton "plate" freezer including self-contained diesel generator-power source. "Quick freezing" temperature at approx. minus 31 degrees fahrenheit, storage temperature at approx. minus four degrees fahrenheit. Purchaser also interested in "tunnel" (blast) freezer with same specifications. (Re tunnel freezer, please include info for prefab and non-prefab; i.e. freezer machinery less freezing compartment). Catalogs, descriptive materials requested. United Nations Development Program, Food & Agricultural Organization, Fishery Survey Project, Attn: Mr. George Coulter, B.P. 1940, Bujumbura.

35891 — CYPRUS — Electric and non-electrical commercial cooking and food warming equipment. Catalogs, descriptive materials requested. Quote c.i.f. Cyprus. Direct purchase & agency. Tradex Ltd. (I, A, D, R), 16 Homer Ave., P.O. Box 2277, Nicosia.

35891—GERMANY — Microwave ovens; gas-heated deep fat fryers, E. Kueppersbusch & Soehne AG, Attn: Walter Kueppersbusch (M, E, I), 465 Gelsenkirchen, Kuppersbuschstr. 16, P.O. Box 1220. WTD. 12/72.

35892 — CYPRUS — Industrial water softeners, floor waxing and polishing machines, floor sanding and scrubbing machines, carpet sweepers, and dish-washing machines; commercial type. Catalogs. descriptive materials requested. Quote c.i.f. Cyprus. Direct purchase & agency. Tradex Ltd. (I, A, D, R), 16 Homer Ave., P.O. Box 2277, Nicosia.

35893 — CYPRUS — Commercial and industrial vacuum cleaners, including attachments, parts. Catalogs, descriptive materials requested. Quote c.i.f. Cyprus. Direct purchase & agency. Tradex Ltd. (I, A, D, R), 16 Homer Ave., P.O. Box 2277, Nicosia.

Machinery

35992 — SWEDEN — Hoses made of teflon, or equal, 3/16" to 1½" in diameter, and appropriate fittings. Wiro AB (A, D, M), Box 23100, S-104 35 Stockholm. WTDR 12/72.

Electric transmission, distribution equipment

36113 — USSR — High-technology flow regulatory devices and instrumentation. Foreign Relations Dept., USSR Ministry of Gas Industry, Ulitsa Kirova 13, Moscow TS., and V/O Mashpriborintorg, Smolenskaya-Sennaya Pl. 32/34, Moscow G-200.

Electrical industrial apparatus

36211 — UNITED KINGDOM — 12 volt DC reversible electric motors case size: 4 in. long, 1¾ in. diameter; shaft: 1¼ in. long, 3/16 in. diameter; power: 6½ oz./in. stall torque; endurance: 5000 hrs. intermittent at 25 degrees centigrade ambient. Plessey Avionics & Communications (M), Warley St., Upminster, Essex RM14 3PJ. Approximately 120 motors required immediately, and follow on orders are likely.

36216 — FRANCE — Electrical converters. Eurotron (D, M), 7 Ave. du General Leclerc, 94600 Choisy-Le-Roi.

36220 — FRANCE — Stabilized power

supplies. Direct purchase & agency. Eurotron (D, M), 7, Ave. du General Leclerc 94600 Choisy-le-Roi.

Household appliances

36343 — BELGIUM — Food mixers, electric. Direct purchase & agency. Eurodi & Co., European Distribution Co., Sprl (A, I, D), Surdent 1, 4801 Stembert, Province of Liege. Firm would like exclusive or new systems for above mentioned products in order to be competitive with European products.

36393 — PORTUGAL — Food waste disposers. household. Chnha Gomes, Lda. (I, D), Rua Da Quinta Amarela, 70, Oporto. Cable Address "Magomes". WTDR in prep.

Electric lighting, wiring equipment

36430 — GERMANY — Plugs, electric, male for household and similar appliances; cord, insulated, and wiring, insulated for household appliances, all 2-pole and 3-pole, UL-approved. American Consulate General, 7 Urbanstrasse, 7 Stuttgart, c/o Mr. David C. Lacey.

Communication equipment

● **36600 — ALGERIA —** The Direction De L'Administration Generale has issued a tender for the supply and installation of an earth satellite station. Bid deadline is March 24. Bid should offer complete ground satellite station, including buildings, equipment, and installation. Correspondence in French required. Copies of tender announcement and specifications are available from Direction De L'Administration Generale, Sous Direction Du Materiel Et Des Marches, Ministere Des Postes et Telecommunications, 4 Blvd. Salah Bouakouir, Algiers, Cable address Genetel Alger, Telex 9100. Cost of specifications is US $57.47.

● **36600 — ETHIOPIA —** Supply of 10 pieces of 50 number automatic exchange PABX with power plant comprising changing rectifier, tone generator and battery; 10 pieces of 100 number automatic exchange PABX with capacity for 5 extension, 2 exchanges lines and 2 internal links. Single digit call number to be used for internal calls. Tender No. 15/72, bid deadline March 25. Issued by the Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa, Ethiopia. Terms and specifications available on a short-term loan basis from the Science and Electronics Division, BCABP-466, Rm 1112, U.S. Department of Commerce, Washington, D.C., 20230, ★202-967-4822.

36621 — NIGERIA — (A) Military/para-military VHF radio equipment — voice system (FM), range of 5 miles, frequency of 38-60 MHZ, twelve crystal control channels, weight 10 lbs., including battery, dry or nickel cadmium battery, 2 watts, 2 ft. swan neck antenna, loudspeaker microphone facility, and splash-proof casing. Estimated need — 150 units. (B) Military/para-military VHF radio equipment-voice system (FM), range of 10 miles, frequency of 36-60 MHZ, continuously tuneable (BFD) facilities, weight 20 lbs. nickel cadmium battery, power O/P 5 watts, rebroadcast and remote control facilities, 25 KHZ channel spacing, 4 ft. swan neck antenna, loudspeaker microphone facility, hand splash-proof casing. Estimated need-100 units. (C) Military/para-military VHF radio equipment — voice system (FM) range of 25 miles, frequency of 38-60 MHZ, continuously tuneable, lead acid battery, power O/P 15 watts, rebroadcast and remote control facility, frequency synthesized, elevated antenna and 16 ft. whip, headset and microphone facility, water and dust proofing, shock-absorbing mounting and noise suppression. Estimated need — 50 units. (D) Military/para-military HF radio equipment — voice system/CW-SSB, range of 20 miles on rod antenna and 100 miles or more on wire antenna, frequency of 2-12 MHZ continuously tuneable with frequency synthesizer, weight 30 lbs. including batteries, whip antenna and handset, transistorized, rechargeable battery, power output 30 watts pep, and 8 ft. rod and wire antenna. Estimated need-100 units. (E) Military/para-military HF radio equipment, voice system/CW-SSB, frequency synthesizer, frequency of 2 - 16 MHZ continuously tuneable, transistorized or semitransistorized, lead acid battery, power output 100 watts pep, splash and dust proof with shock-absorbing mountings, harness facilities, and range of 50 miles on voice with rod antenna. Estimated need-50 units. (F) Military/para-military HF radio equipment-voice/FSK-SSB system, frequency synthesizer, range up to 100 miles with 27-42 ft. mast antenna and station static, range up to 600 miles with end-fed or dipole, frequency 2-20 KHZ continuously tuneable, transistorized or semi-transistorized, power output 200 watts pep, suitable generator for power supply, teleprinter facilities, cooling facilities, and shock-absorbing mounting. Estimated need-100 units. (G) Military/para-military HF radio equipment — voice/CW/SSB/ISB system, with frequency synthesizer, frequency 2-27 MHZ continuously tuneable, power output 1000 watts pep for SSB/ISB and 500 watts for FSK, teleprinter facilities (FSK) suitable generator for power supply, cooling facilities and shock-absorbing mounting. Estimated need-25 units. (H) Radio relay set-system FIM wide 70 KHZ, band width narrow 20 KHZ, frequency 225-400, range 20-30 miles with directional antenna, directional array or yagi antenna, suitable generator for power supply, frequency synthesizer, and transportable or static facilities. Estimated need-30 units. (I) Terminal equipment— suitable transportable terminal equipment capable of priciding at least on phantom and four carrier circuits to be recommended. Estimated need 10 units. Communications Joint Services (Nigeria) Ltd. (A), 16, Andrew St., P.O. Box 2433, Lagos. Equipment should be to military standards and specifications. Brochures, price lists should be sent, as well as delivery information. Terms of payment are to be agreed upon.

36622 — JAMAICA — Radio communications equipment for security guards protecting ocean port terminal; two-way radios and system monitor for 120-150 guards. Brochures, price lists requested. The Shipping Assoc. of Jamaica (shippers, agents and stevedores assoc.), 161 Water Lane, Kingston. Contact: Mr. Noel Hylton.

36623 — AUSTRALIA — Burglar alarms, swimming pool alarms. vehicle alarms. Security Engineering Pty. Ltd. (M, D, I), Mr. B. K. Gouldham. Mgn. Dir., P.O. Box 226, Applecross, Western Australia, 6153. Desires literature, price lists.

36623 — AUSTRALIA — Vehicle traffic control equipment. Perth Regional Transport Study (government agency), Mr. Colin Maclennan, Study Dir., Exchange House, 68 St. George's Terrace, Perth, Western Australia, 6000. Perth Government Transport Authority seeks information and costs of electronic equipment and/or systems which enable bus drivers to control traffic signals.

Electronic components, accessories

36795 — SWITZERLAND — High sensitivity FM-TV master community antennas, 40-1,000 mhz. Mamie Videoelectric AG (FM TV master community receiving antennas), Roeschenzstrasse 13, CH-4242 Laufen.

Electrical machinery, equipment, supplies

36946 — PAKISTAN — Request sample supply against payment of one-half of one pound tungsten carbide bits (rivet type) for use in local assembly/manufacture of contact breaker points. If test trial satisfactory will lead to bulk order averaging possibly 100,000 bits a month. Firm willing and able arrange import license. Shaigan Electric & Engineering Co., Ltd. (wholesaler, M, indent agent, exporter), Sector I-9, Industrial Area, Islamabad.

Motor vehicles, equipment

37111 — BELGIUM — New passenger cars-Chevrolet, Ford, Pontiac. Edward Hanjoul (I, D), Generaal de Krahestraat 79, Leopoldsburg 3970.

37130 — GERMANY — Fire department vehicles. Coutinho Caro & Co., contact: Herr Roedding (I, D), 563 Remscheid 1, Nordstr., Postfach 100209.

37130 — NIGERIA — Busses, airconditioned, for long distance travel. Direct purchase & agency. Mr. Dennis Bryant, Chief Engineer, Temco Engineering Co. (I, A, D), 88 Oyediran St., Surulere, Lagos.

37141 — ECUADOR — Motor vehicle parts, accessories for Reo, Willys, and Dodge trucks of 1945-1955 vintage. Spare parts are to maintain trucks bought from the U.S. as army surplus. Price list requested. Correspondence in Spanish. Columbia Ecuador (I, A, M), Av. Amazonas 877, P.O. Box 3451, Quito. WTDR 5/72. Replacement parts needed urgently; an estimated $100,000 in spare parts involved.

37141 — NIGERIA — Trucks, 8 to 10 tons and up. Direct purchase & agency. Temco Engineering Co. (I, D, A), 88 Oyediran St., Surulere, Lagos.

37176 — BOLIVIA — Spare parts for automobiles; including Volkswagen. Casa del Jepp de Juan Orihuela Bernstein (I, A, R, garage), Casilla 541, La Paz. WTDR 5/72.

Aircraft parts

37211 — TAIWAN — Helicopter for putting out forest fires, capacity four men, with amphibian capability. Dragon Gate Trading Co., Ltd. (A, I), 294 Fo Ho Rd., Yung Ho, Taipei 234. WTDR 1/73.

Railway equipment

•37400—IRAN—Supply of six sets of track scales, 120 ton capacity. Tender No. 2316/51. Bid deadline April 10. Copy of the invitation to bid available from Transportation and Capital Equipment Div., OBRA, Room 1118, U.S. Dept. of Commerce, Washington, D.C. 20230★ (202, 967-3296).

●37400-IRAN—300 units of fish bolt fastening, rail drilling sleeper drilling and rail sawing machines. Iranian National Railways, Tehran. Tender No. 2563/51. Bid deadline April 24. Copies of specifications, drawings, terms and conditions available from the Iron and Steel Program-458, U.S. Department of Commerce, Washington, D.C., 20230 (202-967-2613).

●37400—IRAN—2,000 tons of base plates for rails U33, 600 tons of four hole fish plates for rails U-33, 60 tons of fish bolts and nuts, 8 tons of spring rings and 70 tons of clip bolts and nuts. Iranian National Railways, Tehran. Tender No. 2208/51. Bid deadline April 7. Copies of specifications, drawings, terms and conditions available from Iron and Steel Program-458, U.S. Department of Commerce, Washington, D.C., 20230 (202-967-2613).

Engineering, laboratory, scientific, research instruments

● 38100 — TUNISIA — The Societe Nationale D'Exploitation Et De Distribution Des Eaux has issued a tender for the supply of laboratory equipment for water analysis. Correspondence in French is required. Project financing by World Bank and Swedish Government. Bid deadline is May 11. Copies of tender announcement and specifications are available only from Societe Nationale D'Exploitation Et De Distribution Des Eaux (SONEDE), 23 Rue Dr. Braquehaye, Tunis, for 20 Tunisian Dinars (1 Dinar equals US $2.13).

38112—FRANCE—Water quality control instruments, France-Environnement (D), 18, Avenue Pasteur, 92130 Issy-les-Moulineaux.

Instruments for measurement, analysis and control

38216 — AUSTRALIA — Fire detecting devices. Security Engineering Pty. Ltd. (M, D, I), Mr. B. K. Gouldham, Mgn. Dir., P.O. Box 226, Applecross, Western Australia, 6153. Desires literature, price lists.

38216 — JAPAN — Speedometers for motorboats. Yagami Corp. (I, D), P.O. Box 77, Showa, Nagoya.

38220 — GERMANY — Bimetallic automatic temperature controls for household, similar appliances. American Consulate General, 7 Urbanstrasse, 7 Stuttgart, c/o Mr. David C. Lacey.

38221 — GERMANY — Teaching aids, laboratory equipment for a university institute for thermal research. Karl Kolb Scientific Technical Supplies (I, D), 100 Postfach, 6079 Buchschlag. WTDR 12/71. Firm has contract to furnish complete line of equipment to a new university project in South America.

Optical instruments, lenses

38311 — GERMANY — Binoculars and telescopic sights. Labrecht Kind (contact: Mr. A. Kind) (I, D, M), 527 Gummersbach 31-Hunstig, Postfach 310145. WTDR 9/72.

Surgical, medical, dental instruments

38410 — FRANCE — Veterinary, medical and surgical instruments. Identix Hauptner (I, D), Ernolshiem les Saverne, 67330 Bouxwiller.

38410 — GERMANY — Disposable membrane oxygenator, e.g., disposable unit for long-term blood purification and oxygenation during surgery. Medimex Holfeld & Co. (I, D), Wandsbeker Koenighstrasse 27-29, 2 Hamburg 70. Attn: J. Hammega. WTDR 12/72.

38423 — GERMANY — Safety coats, nylon; respiration protection equipment. Coutinho Caro & Co., contact: Herr Roedding (I, D), 563 Remscheid 1, Nordstrm, Postfach 100209.

38423 — JAMAICA — Protective clothing devices for 120-150 port security guards. Brochures, price lists requested. Shipping Assn. of Jamaica, contact: Noel Hylton (shippers, agents and stevedores assn.), 161 Water Lane, Kingston.

38423 — TAIWAN — 485 military type gas mask. Dragon Gate Trading Co., Ltd. (A, I), 294 Fo Ho Rd., Yung Ho, Taipei 234. WTDR 1/73.

Jewelry, silverware, plated ware

39112 — AUSTRALIA — Open range of jewelry for men and women, including collar and cuff buttons, tie and collar holders, scarf pins, etc. Direct purchase & agency. Avantelle Pty Ltd. (I, R), P.O. Box 2118, Nth. Parramatta, NSW 2151.

Toys, amusement, sporting goods

39410 — GERMANY — Puzzles and games, for children 3-14 years of age; wooden toy trains, cars, similar wooden toys. Prices c.i.f. if possible. Schubert & Co. KG (Attn: Herr Schubert) (I, D, A), 4018 Langenfeld, Max-Planck-Ring 14.

39410 — SWEDEN — Puzzles, dominoes, bingo, checkers, etc. Sven-Erik Sundberg AB (I, D), Hallgatan 21, S-724 61 Vasteras.

39420 — GERMANY — Stuffed toy animals. Prices c.i.f. if possible. Schubert (I, D, A), 4018 Langenfeld, Max-Planck-Ring 14.

39490 — LEBANON — General line of sporting goods. Saadeh Bros. (I, R), 62 Jeanne d'Arc St., Beirut. Firm hopes to complete purchase before Easter.

39491 — FRANCE — Fishing tackle and equipment, hooks, rods, artificial lures, etc. Direct purchase & agency. Dafnie S.A.R.L. (I, M, D), 141 Faubourg St. Antoine, Paris 11. WTDR 6/72.

39493 — GERMANY — Archery target boards. D. Ahr GmbH & Co. (contact: Mr. Bonerz) (I, D, A), 507 Berg.-Gladbach, Romaneyer Str. 31. Telex: 887-8515.

Pens, pencils, office, artists' materials

39522 — GERMANY — Mechanical drawing (drafting) instrument, made of special metal, for drawing very fine and dark lines for blueprints used in aircraft, automobile industries. (It does not use ink or lead — not a pencil or a pen.) Direct purchase & agency. Hansa Technik GmbH. (I, A, D, M), 2 Hamburg 36, Grosse Bleichen 28.

39530 — TAIWAN — Hot stamping machine, automatic roll-type, for wooden feeling hot stamping TV cabinets w/round/corners. Sanpo Electric Mfg. Co., Ltd. (D, M, R, exporter), 77 Po-Ai Rd., Taipei. Telex TP 737 Sanpoelco. WTDR 7/72. Hopes to complete purchase arrangements before end of April.

Costume jewelry, novelties

39610 — AUSTRALIA — Open range of quality costume jewelry for men and women, including cuff links. Direct purchase & agency. Avantelle Pty. Ltd. (I, R), P.O. Box 2118, Nth. Parramatta, NSW. 2151.

Wholesalers

50930 — FRANCE — Textile waste: nylon strips, at least 6 ft. long, to be used for agrixie bindings; any color; must be very resistant. Ste Jacques Fleury (I, exporter), 48, Rue du 14 Juillet, 13300 Salon-de-Provence. WTDR 10/72.

50930 — JAPAN — Alloy steel scrap containing tungsten; both return scrap and market scrap acceptable. Kiyo Incorp. (M, I, exporter), Wada Bldg., 8-13 Hirakawa-cho, Chiyoda-ku, Tokyo 102. Prices c.i.f. Yokohama.

50930 — TAIWAN — Scrap aluminum, scrap copper. Flying Eagle Enterprises, Ltd. (A, I), P.O. Box 1475, Taipei.

50930 — TAIWAN — 20,000 to 100,000 metric tons of scrap steel, 3,000 metric tons per shipment. Golconda Industrial Co., Ltd. (I, M), 16 Lane 351, Tun Hua S. Rd., Taipei 105.

50930 — TAIWAN — Scrap steel and scrap copper. Maritime Engineering Service (A, I), P.O. Box 265, Taipei.

Antique, secondhand stores

59330 — BURUNDI — Second hand clothing by the ton; also stock lots. Correspondence in French. Hatton & Cookson (I, D, R), B.P. 315 Bujumbura. Bales to be securely packed and banded against pilferage.

Australian Firm Desires U.S. Electronic, Scientific Items

A broad range of specialized electronic/scientific equipment is sought by an Australian firm desiring to obtain further U.S. representation. Items of interest are: digital multi-meters, volts, ohms, amps, frequency, both high accuracy and low cost; digital meters for panel mounting, low cost o.e.m.; light emitting diodes; seven segment l.e.d. displays; operational amplifiers, both integrated circuits and discrete components; digital to analog and analog to digital converters; audio and r.f. oscillators; function generators, wide frequency range and down to 0.0002 hz; ratio transformers; four terminal low resistance ohmmeters; logic comparators; digital counters; cathode ray oscilloscopes, including portable and o.e.m. panel mounting types; desk calculators, including low cost pocket types and programmable; logic trouble shooting kits; integrated circuit testers; integrated circuits cmos type; integrated circuit bases; lasers, both co_2 and crystal types; energy measuring equipment for lasers; ph meters; smoke samplers for pollution measurement; wire wrap d.i.p. sockets; wire wrap high density circuit boards; d.i.l. socket boards and systems; d.i.l. sockets; digital data recorder and tapes; data acquisition equipment; and dissolved oxygen measurement.

One of partners intends to visit the U.S. early in March to complete any likely business transactions. Write: Ampec Engineering Co., P.O. Box 18, Strathfield, N.S.W., Australia 2135.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Small arms

19510 — GERMANY — Cleaning kits for rifles, shotguns. Albrecht Kind (contact: Mr. A. Kind) (D, M), 527 Gummersbach 31-Hunstig, Postfach 310145. WTDR 9/72.

19512 — GERMANY — Reloading equipment for rifles, shotguns, Albrecht Kind (contact: A. Kind) (I, D, M), 527 Gummersbach 31-Hunstig, Postfach 310145. WTDR 9/72.

Canning, preserving foods

20331 — FRANCE — Canned fruits. International Foodstuffs Agencies (I, A), 38, Ave. de l'Opera, 75002 Paris.

20332 — FRANCE — Canned vegetables. International Foodstuffs Agencies (I, A), 38, Ave. de l'Opera, 75002 Paris.

20334 — BELGIUM — Dietetic fruit juices. R. H. Trenker S.A. (I, M), 480-482 Ave. Dolez, 1180-Brussels. WTDR 4/71.

20361 — FRANCE — Frozen packaged fish, other seafood. International Foodstuffs Agencies (I, A), 38, Ave. de l'Opera, 75002 Paris.

20361 — SWEDEN — 500 metric tons quick frozen peeled shrimp per yr.; 800 metric tons deep frozen shrimp per yr.; 200 metric tons deep frozen lobster per yr.; 500 metric tons deep frozen salmon per yr. AB Alexporten (I, A, M), Sjogatan 7, S-290 20 Ahus. WTDR 8/71.

Beverage industries

20840 — CANADA — Table wines and sparkling wines. Exclusive agency for Quebec will handle listing with Quebec Liquor Commission, through which all sales are mandatory. Les Importations Vine Imports Ltd. (I, A), Suite 20, 3330 Ridgewood Ave., Montreal 247, Quebec. Listings are awarded in February and June. Volume must be 500 cases or more during each of the first three years.

Broad woven fabric mills, manmade fiber, silk

22210 — FRANCE — Broad woven fabric of man made fibers. Textile de Villiers (D), 37, Rue de la Bassee, 59000 Lille. WTDR 9/72.

22214 — SWITZERLAND — Blend, surf type batiste fabrics, 65% polyester, 35% cotton, for ladies' nightwear, to be job embroidered in Switzerland and, to the larger part, directly sold to nightwear manufacturers throughout Europe. Okutex AG (A, job embroidery), St. Leonhardstr. 20, Ch-9001 St. Gallen. WTDR 2/72.

Narrow fabrics, other smallwares mills

22414 — CANADA — Braided rayon elastic in widths of one-eighth to 1¼ in. in white and black, put up in skeins of 3 to 16 ft. Exclusive distributorship for retail trade throughout Canada. Will purchase on own account and stock in own warehouse. Mr. R. N. Ward, President, Barr & Mackey Ltd. (I, D), 6426 Notre Dame St. W., Montreal 208, Quebec. WTDR 4/72.

Yarn, thread mills, products

22810 FRANCE — Cotton & man-made fibers to be used in knitting & weaving mills. Textile de Villiers (D), 37, Rue de la Bassee, 59000 Lille. WTDR 9/72.

Textile goods

22951 — SWEDEN — Chamois leather, artificial. Delbanco International AB (I, A), Porrgatan 5, S-211 24 Malmo. WTDR 1/73.

Men's, youths', boys' suits, coats, overcoats

23113 — BELGIUM — Sports coats, jackets; tailored, men's. Diasport Sprl (M, I), 42 Rue Jean Dambre, 1600 Sint-Pieters-Leeuw.

Girls', children's, infants' outerwear

23612 — BELGIUM — Sport shirts, knit, girl's and children. Diasport Sprl (M, I), 42 Rue Jean Dambre, 1600 Sint-Pieters-Leeuw.

Fabricated textile products

23951 — SOUTH AFRICA — Stamped art goods for embroidering, punching; handicrafts. Cantley (Pty) Ltd. (A, D, M), P.O. Box 1577, Cape Town, Cape Province.

Household furniture

25114 — ISRAEL — Kitchen furniture, wood, factory-made, to include: cabinets/sink cabinets; shelves; table drawers and accessories for possible modifications. Prepared to accept equipment as sets prior to assembly, or as single components. Request submit proposals soonest by airmail. M.P.C. Foreign Trade Ltd. (A, D), 45 Bialik St., P.O. Box 451, Ramat-Gan. WTDR 12/71. Final selection of suitable offers latest by mid-February. Inquirer plans to market kitchen furniture to building contractors (residential), and particularly to duty-free shops for sale to new immigrants.

Paper mills

26210 — SWITZERLAND — Disposable paper products for household, commercial, industrial use; tissues; napkins; towels, etc. Weitnauer AG, Attn: J. L. Mischler (I, D), Petersgasse 36-38, 4001 Basel.

26215 — THAILAND — Drawing paper 40/45 & 80/85 grams packed in rolls. Requests c.i.f. Bangkok prices, samples. Int'l Decor Corp. Ltd., Attn: Mr. Chatchaval Suwanvitoo. (R, I), 2nd Floor Indra Shopping Center 2055 Rajprarop Rd., Bangkok. WTDR 5/72.

Converted paper, paperboard items

26410 — UNITED KINGDOM — Coated papers, related processes involving use of coating equipment — air knife, roller, dip, meter rod, etc. Carrs Paper Ltd., Attn: G. F. Williams (M), Shirley, Solihull, Warwickshire.

26491 — TAIWAN — General stationery. Hsin Lien-Hsing Trading Co., Ltd. (A, I, D), 165 Chi Hsien 3rd, Rd., Kaohsiung Taiwan 800.

Books

27313 — SPAIN — General and technical encyclopedias; technical books. Acropolis — Difusora de la Cultura (A, D), General Mola 204, Madrid 2.

Manifold business forms

27611 — TAIWAN — Computer forms. Hsin Lien Hsing Trading Co., Ltd. (A, I, D), 165 Chi Hsien 3rd Rd., Kaohsiung Taiwan 800.

Industrial chemicals

28100 — SOUTH AFRICA — Industrial chemicals: speciality chemical products for food, wine, paint, textile, rubber, mining industries. Paragon Kelite Chemicals Cape (Pty) Ltd. (M, D), P.O. Box 8, Lansdowne, Cape Province.

Synthetic materials

28216 — GERMANY — Synthetic resin powder for protective coatings (electrostatic applications) including epoxy, polyester, acrylics PVC, polyamid, and polyethylene. Dr. Hormann & Co., Chemische Fabrik und Lackfabrik contact: Herr Moeller (M, D), Postfach 8140, 588 Luedenscheid.

Drugs

28331 — TAIWAN — Synthetic organic medicinal chemicals in bulk. Harvester Trading Co., Ltd. (A, I), P.O. Box 1198, Taipei.

28340 — BELGIUM — Pharmaceutical specialties. R. H. Trenker S.A. (I, M), 480 - 482 Ave. Dolez, 1180 - Brussels. WTDR 4/71.

28340 — BELGIUM — Pharmaceutical specialties. Embassy of the United States of America, Attn: Commercial Section, TO 88; 27 Blvd. du Regent, Brussels.

28340 — UNITED KINGDOM — Veterinary pharmaceutical preparations. Consolidated Agricultural Suppliers Holdings Ltd., Mr. E. A. Warren, Dir. (M, D, R, exporter), 21/23 Highweek St., Newton Abbot, Devonshire.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28424 — BOLIVIA — Pastewax, other polishes for floors, furniture, metal, other applications. Sickinger y Cia. (I, A, D, R), Casilla 611, La Paz. Cable address: "Sickinger." WTDR 4/72.

28440 — BELGIUM — Toilet preparations. R. H. Trenker S.A. (I, M), 480-482 Ave. Dolez, 1180-Brussels. WTDR 4/71.

28443 — SWEDEN — Hair preparations. Delbanco International AB (I, A), Borrgatan 5, S-211 24 Malmo. WTDR 1/73.

28445 — BELGIUM — Cosmetics, toilet preparations. R. H. Trenker S.A. (I, M), 480-482 Ave. Dolez, 1180 - Brussels. WTDR 4/71.

Tires, tubes

30115 — GERMANY — Tire repair kits. R. E. Schaefer (I, A, D), 29 Herzbergstr., 6380 Bad Homburg.

Fabricated rubber products

30691 — CANADA — V-belts for F.H.P. motors and industrial use, for sales to OEM accounts. Metallurgical &

Machine Agencies — contact: Edward C. Goodwin, Gen. Mgr. (A), Suite 809, 1315 Silver Spear Rd., Mississauga, Ont.

30692 — FRANCE — Rubber hose and tubing: complementary equipment for elastomer hose assemblies and fittings, for use in any fluid circuit. Equipements Speciaux Pour L'Aviation (M, D, I), 35 Rue du Progres, 93 Montreuil.

Plastic products

30795 — TAIWAN — Office machinery; components, housings, accessories & parts. Hsin Lien-Hsing Trading Co., Ltd. (A, I, D), 165 Chi Hsien 3rd Rd., Kaohsiung Taiwan 800.

30796 — GERMANY — Plumbing fixtures and parts, plastic. Herman Schmidt, Import, Export, Werksvertretungen, contact: Robert Lutterberg (I, A, D, exporter), 43 Essen-Bredeney, Postfach 203304. WTDR in prep.

Luggage

31610 — GERMANY — Hunting leather goods. Albrecht Kind (contact: Mr. A. Kind) (I, D, M), 527 Gummersbach 31-Hunstig, Postfach 310145. WTDR 9/72.

Pottery, related products

32610 — GERMANY — Plumbing fixtures, accessories, vitreous china, china, chinaware. Hermann Schmidt, Import, Export, Werksvertretungen, contact: Robert Lutterberg (I, A, D, exporter), 43 Essen-Bredeney, Postfach 203304. WTDR in prep.

Steel mill products

33159 — SPAIN — Trouser guards for wire garment hangers; only high quality product desired. Catalogs or descriptive material and prices requested. Comercial de Lavanderia, S.A. (A), Floridablanca, 146-2-3 Barcelona-11. WTDR 1/73.

33176 — DENMARK — Galvanized steel air spacer tubing for insulating glass. C. Ljungdahl A/S (A, D), 50 Nordtoftevej, DK 3520 Farum.

Primary smelting, refining of nonferrous metals

33323— ISRAEL — Solder lead alloy, refined, primary. Eng. A. Bidnei Ltd. (I, A, D), 84 Allenby Rd., Tel Aviv.

33323 — ISRAEL — Solder lead alloy, refined/primary. Bet Kedem Ltd., Electronics (K.D.M.) (I, M, A), 21 Tchernihovsky St., P.O. Box 4770, Tel Aviv. WTDR 3/71.

Secondary smelting, refining of nonferrous metals

33413 — ISRAEL — Solder lead alloy, secondary. Bet Kedem Ltd., Electronics (K.D.M.) (I, M, A), 21 Tchernihovsky St., P.O. Box 4770, Tel Aviv. WTDR 3/71.

33413 — ISRAEL — Solder lead alloy, secondary. Eng. A. Bidnei Ltd. (I, A, D), 84 Allenby Rd., Tel Aviv.

Rolling, drawing, extruding of nonferrous metals

33526 — DENMARK — Aluminum air spacer tubing for insulating glass. C. Ljungdahl A/S (A, D), 50 Nordtoftevej, DK 3520 Farum.

33570 — ISRAEL — Communication wire/cables, insulated, non-ferrous to include coaxial/audio/RF/automotive and aircraft cable. Bet Kedem Ltd., Electronics (K.D.M.) (I, M, A), 21 Tchernihovsky St., P.O. Box 4770, Tel Aviv. WTDR 3/71. Items should meet mil specs.

Cutlery, hand tools, general hardware

34231 — SWEDEN — Mechanics' hand service tools. Ingest AB (I, A), Box 126, S-561 04 Karlstad.

34233 — ISRAEL — Soldering irons (electric). Eng. A. Bidnei Ltd. (I, A, D), 84 Allenby Rd., Tel Aviv.

34233 — ISRAEL — Soldering tools, irons/electric. Bet Kedem Ltd., Electronics (K.D.M.) (I, M, A), 21 Tchernihovsky St., P.O. Box 4770, Tel Aviv. WTDR 3/71.

34250 — BELGIUM — Circular segmental saws. Etablissements Tunzi et Gill S.P.R.L. (A, I), Ave. Paul Hymans, 35, B-1200 Brussels.

Heating apparatus, plumbing fixtures

34310 — GERMANY — Bathroom fittings, brass and chromium plated; plumbing fixtures, metal and enameled iron. Herman Schmidt, Import, Export, Werksvertretungen, contact: Robert Lutterberg (I, A, D, exporter), 43 Essen-Bredeney, Postfach 203304. WTDR in prep.

Fabricated structural metal products

34433 — SPAIN — Steam power boilers for drycleaning and washing; only high quality product desired. Catalogs or descriptive material, prices requested. Comercial de Lavanderia, S.A. (A), Floridablanca, 146, 2, 3. Barcelona-11. WTDR 1/73.

Metal stampings

34613 — FRANCE — Automobile stampings. Etablissements Gambier (A, D), 6, Ave. Maria, 95100 Argenteuil. Attn: Mr. Pierre Mouillefarine.

Fabricated metal products

34940 — SPAIN — Pressure regulators, line strainers for use in pipe systems. Catalogs or descriptive material requested. Jose Llor Boix (Nise) (A, I, D), Rosellon 220, Barcelona-8.

34990 — SWITZERLAND — Small technical metal novelties, gadgets, labor saving devices, electronic novelties. Photo-Scan AG (I, A, D), Engimattstr. 22, Ch-8002 Zurich. WTDR 10/71.

Farm machinery

35227 — GERMANY — Lawn mowers for private lawns, industrial acreage and parks; terms of delivery: c.i.f. Hamburg. Fella-Werke GmbH (contact: Herr Bernhard Kaeseborn) (M), D-8501 Feucht Bei Nuernberg; Postfach 3. WTDR in prep.

Construction, mining, materials handling machinery, equipment

35318 — TAIWAN — Construction and material handling equipment. San Ku Tang Co., Ltd. (I), 3 Lane 199, Min Chuan E. Rd., Taipei 104.

35319 — FRANCE — 12 volt battery operated electrical winches. Ets. Orand Aymard (A, D, R), 160 Rue du Rouet, 13008 Marseille.

35319 — SOUTH AFRICA — Battery operated winches as used on gondolas for signwriting, other workmen carrying out repairs on outside of tall buildings. Catalogs, descriptive materials requested (Attn: Mr. L. P. Broad) Koppel Engineering Ltd. (M, A, I), P.O. Box 5682, Johannesburg. WTDR 8/72.

35321 — TAIWAN — Machinery, equipment for construction, mining. Hilite Development Corp. (A, I), 89 Chang Chun Rd., Taipei 104.

35351 — SWITZERLAND — Conveyors, other conveying, handling equipment for industrial automation. Ehrat Werkzeug- und Maschinenhandels AG (I, A, D), Grunhaldenstr. 6, Ch-8052 Zurich.

Metalworking machinery

35400 — AUSTRALIA — Machine tools for new machine tool lines. Elgar Machinery (A-Asia) Pty. Ltd. (I, A, D), 32 Barcoo St., East Roseville, N.S.W. 2069. WTDR 12/72.

35418 — BELGIUM — Sawing machines, metal cutting type. Establissements Tunzi et Gill S.P.R.L. (A, I), Ave. Paul Hymans, 35, B-1200, Brussels.

35421 — TAIWAN — Metalworking, welding machine tools. San Ku Tang Co., Ltd. (I), 3 Lane 199, Min Chuan E. Rd., Taipei 104.

35451 — AUSTRIA — Twist-drills — 100% hard metal. Valentin Flis K.G. (I, A, D), Universitaetsstr. 3, A-1096 Vienna, P.O. Box 22. WTDR 8/71. Firm interested to represent drill producer also in Yugoslavia.

35453 — SWITZERLAND — Automatic tool changers, holders, parts, accessories for industrial automation, automatic assembly machinery. Ehrat Werkzeug- und Maschinenhandels AG (I, A, D), Grunhaldenstr. 6, Ch-8052 Zurich.

35482 — SWITZERLAND — Pneumatic hand tools, drills, screwdrivers, assembly tools, grinders, polishers, sanders, planers, parts and accessories. Syntha AG (I, A, D), P.O. Box 81, Ch-8623 Wetzikon.

35482 — TAIWAN — Power and hand tools. San Ku Tang Co., Ltd. (I), 3 Lane 199, Min Chuan E. Rd., Taipei 104.

35484 — GERMANY — Wheel balancers, automotive. Sigmatechnik GmbH & Co. (M, D), 85 Waldstr., 6112 Grosszimmern. Sulser.

3548411 — FRANCE — Wheel balancing, power testers, brake testers, distribution testers, frame straighteners. MKB Distribution (A, D), 26, Rue Degobert, 92 Clichy.

35485 — ISRAEL — Soldering machines for metalworking. Eng. A. Bidnei Ltd. (I, A, D), 84 Allenby Rd., Tel Aviv.

35485 — ISRAEL — Soldering machines for metalworking. Bet Kedem Ltd., Electronics (K.D.M.) (I, M, A), 21 Tchernihovsky St., P.O. Box 4770, Tel Aviv. WTDR 2/71.

Special industry machinery

35531 — PORTUGAL — Log conveyors, edgers, barkers, carriage saw, other sawmill equipment. Comercio e Representacoes Colipo, Lda. (A), Avenida Combatentes da Grande Guerra 59, Leiria.

35521—GERMANY—Knitting machines, hosiery (circular and full fashioned) other knitting machines; bleaching, dyeing, and finishing machinery; other textile industries machinery, fabric machinery; power looms, all types including cotton and synthetic broadlooms; other fiber-to-fabric machinery. Heisterkamp & Co., contact: Herr Heisterkamp (A, I), 4040 Neuss, Schwannstr. 41. WTDR in prep.

35591 — SWITZERLAND — Advanced mixing, emulsifying and homogenizing machinery for pharmaceutical, food industries. Brogli & Co., Attn: Mr. Brogli (A, M), Steinbuhling 15, 4000 Basel.

3559589 — FRANCE — Electroplating portable equipment for production of electronic printed circuits. Euromega S.A. (A, D), 104, Rue du F.G. Poissoniere, 75010 Paris. Attn: Mr. Illan Barell.

General industrial machinery

35641 — SWITZERLAND — Electrostatic painting equipment, sprayers. Syntha AG (I, A, D), P.O. Box 81, CH-8623 Wetzikon.

35663 — CANADA — Power transmission chain or roller chain. Metallurgical & Machine Agencies — contact: Edward C. Goodwin, Gen. Mgr. (A), Suite 809, 1315 Silver Spear Rd., Mississauga, Ont.

35670 — UNITED KINGDOM — Electric furnaces, in particular small, electronic kilns for firing ceramic or enamel used by schools and for hobbies at home such as pottery, jewelry. Hedinair Ltd. (Attn: Mr. P. E. Keen) (M), Kingsbridge Rd., Barking, Essex.

35690—AUSTRALIA — Hydraulic jacks. BBR Australia Pty. Ltd. (A), L. Herbig, Purchasing Officer, 7 Davison St., Maddington, Western Australia, 6109.

35690 — FRANCE — Hydraulic jacks for fluid control in machine tools. Seiem (I, A, D, M), 45 Rue Polonceau, 75018 Paris.

35690—JAPAN — Packaging machinery, to collect each sugar pack and to pack into a small carton box, capacity 25 to 30 packs in one minute for one consumer size carton box. Sanyo Trading Co., Ltd. (I, A, D), 11 Kanda Nishiki-Cho 2-Chome, Chiyoda-Ku, Tokyo, Attn: I. Kawasaki, Development Dept. WTDR 9/71.

35690—SOUTH AFRICA—Packing machines which manufacture rectangular or square-shaped containers and using cardboard or other material, for purpose of packaging salt, sugar, powder, other semi-solid substances. Catalogs, descriptive materials requested. C. J. Hurst (Pty.) Ltd. (I, A. D), P.O. Box 5964, Johannesburg. WTDR in prep. Urgent need; requests replies as soon as possible.

35690 — SOUTH AFRICA — Hydraulic jacks with castors and allied equipment as used by television studios to move props, other heavy studio items. Catalogs, descriptive materials to be sent to Mr. P. Broad, Marketing Dir. Koppel Engineering Ltd. (M. A, I). P.O. Box 5682, Johannesburg. WTDR 8/72.

35690—SPAIN—Pipe line filters and filter systems. Catalogs or descriptive material requested. Correspondence in English and Spanish. Jose Llor Boix (Nise) (A, D, I), Rosellon, 220, Barcelona-8.

35690 — SWEDEN — Hydraulic jacks for dump trucks. Ingest AB (I, A), Box 126, S-561 04 Karlstad.

Office, computing, accounting machines

35720 — ALGERIA — Typewriters, portable and standard, manual and electric, French and Arabic keyboards. Correspondence in French desired. SOMAFOB (Societe de Materiel et Fournitures de Bureau) (I, A, D, R), Cite Brossette, Batiment "B", Hussein-Dey, Algiers. Interested in entire line not just partial.

35741 — AUSTRIA — Miniature electronic calculators. Exclusive rights for Yugoslavia. Catalogs, export prices requested. Labor Strauss Ges.m.b.H. (I, A, D, M), Neustiftgasse 36, A-1070 Vienna.

Special Action

Each of the following agency opportunities is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

29110 — MEXICO — Approximately 5 tons of naphthenic acid per yr. Firm would like price quotations at f.o.b., Laredo, Texas. Manufacturas y Procesos Industriales, S.A. (M), Ing. Raymundo Catano B. Apartado Postal 2500 Monterrey, N.L. WTDR 5/72.

35333 — NORWAY — Oil well machinery, equipment. Equipment and machinery for threading of drill pipes on oil rigs in North Sea, conical threading from 2⅜ in. to 20 in. diameter. Anton G. Rosenberg, Attn: J. Matre (A, I), P.O. Box 992, 5001 Bergen. WTDR 10/72. Equipment urgently required.

35410 — ITALY — Advanced lapping superfinishing grinding machine for contact surface of rod and couter rod of external measurements micrometers. Circular contact surfaces of a diameter of 6 - 8 mm. are of tempered steel at 62 HCR or tungsten carbide at 1700 HV. They must remain parallel in every measuring position with a maximum error allowed of 0.002-0.003 mm. while surface must be free from marks and of roughness below 0.05 micron. Borletti, Fratelli (M), Via Washington 70 - 20146 Milan. Firm hopes to complete purchase as soon as possible.

35741 — BELGIUM — Calculators, electronic: office and pocket size. Hansma S A. (D, I), 166 Rue Royale, Brussels. WTDR 4/71.

35741 — CANADA — Mini-calculators, hand-held with solid-state electronics, for resale in own retail outlets and for distribution throughout Canada. Mr. Stephen Steinberg, NTI National Inc. (I, D, R), 700 St. James St., Montreal 101, Quebec. WTDR 10/71.

35741 — TAIWAN — Business machines. San Ku Tang Co., Ltd. (I). 3 Lane 199, Min Chuan E. Rd., Taipei 104.

35791 — CANADA — Mail handling machines, including postage metering and letter addressing, for resale in own retail outlets and for distribution throughout Canada. Mr. Stephen Steinberg, NTI National Inc. (I. D, R), 700 St. James St., Montreal 101, Quebec. WTDR 10/71.

35791—FRANCE—Office machines: mail sorting, filing, addressing machines. Miollis (I. D), 12, Rue Cepre, 75015 Paris. WTDR 2/72.

Service industry machines

35820—SOUTH AFRICA—Coin operated commercial laundry equipment (washers and driers). Catalogs, descriptive materials requested. I. A. Sieradzki (I, A, D), P.O. Box 1774, Johannesburg. WTDR in prep.

35820 — SPAIN — Steam presses, steam electric irons, and steam-air finishers for use in drycleaning industry. Only high quality products desired. Catalogs or descriptive material, prices requested. Comercial de Lavanderia, S.A. (A), Floridablanca, 146, 2, 3, Barcelona—11. WTDR 1/73.

35890 — BELGIUM — Swimming pool filter systems (home pools). Sovac S.A. (M, I, A, D), 21, Ave. G. Benoidt, 1170 - Brussels. WTDR 1/73.

35891 — UNITED KINGDOM — Forced convection ovens for baking, roasting and reheating; steam pressure ovens for cooking used by large scale caterers: hotels, hospitals, etc. Hedinair Ltd. (Attn: Mr. P. E. Keen) (M), Kingsbridge Rd., Barking, Essex.

35892 — AUSTRIA — Snow-making machinery for ski resorts. Technical descriptions requested. Ochsner & Sohn Ges.m.b.H. (I, A, D, M), Oberfeldstrasse 8, A-4024 Linz.

35892 — FRANCE — Water treatment equipment. A. Brainos & Cei. International (I, A, D), 13 Rue du Moulin, 78650 Beynes.

35892—SWEDEN—Carpet sweepers for industrial uses. Bjuvex Automat AB (I, A, M), N. Storgatan 19, S-26700 Bjuv.

35893 — SWEDEN — Industrial vacuum cleaners. Bjuvex Automat AB (I, A, M), N. Storgatan 19, S-26700 Bjuv.

Machinery

35991 — FRANCE — Hydraulic pistons for fluid control in machine tools. Seiem (I, A, D, M), 45 Rue Polonceau, 75018 Paris.

35991 — GERMANY — Tire valve specialities. R. E. Schaefer (I, A, D), 29 Herzbergstr., 6380 Bad Homburg.

Electric transmission, distribution equipment

36110—ISRAEL—Measuring instruments (electrical) to include: signal generators, function/audio/RF and microwave; oscilloscopes, digital/counters; frequency meters; digital test equipment for electronic/electrical circuits and equipment. Bet Kedem Ltd., Electronics (K.D.M.) (I, M, A), 21 Tchernihovsky St. (P O. Box 4770), Tel Aviv. WTDR 3/71. All items offered should meet mil specifications.

36110 — ISRAEL — Integrating instruments (electrical) to include power supplies, generators, igniters, testing equipment, analyzers, bridges, meters, digital test equipment, oscilloscopes, oscillators, circuit systems (testers), multi-meters, watt meters. wheatstone bridges. volt-ohm milliameters, other electrical measuring instruments. Eng. A. Bidnei Ltd. (I, A, D), 84 Allenby Rd., Tel Aviv.

36112 — SWEDEN — Test equipment for electric circuits in motor vehicles. Ingest AB (I, A), Box 126, S-561 04 Karlstad.

36112—UNITED KINGDOM—Innovative multipen (4 and up) potentiometric recorder. T.E M. Sales Ltd. (A. I, D). Gatwick Rd., Crawley, Sussex. Contact: Mr. Paul Bastock, Sales Mgr.

36120 — CANADA — Electric transmission and distribution equipment: power distribution and specialty transformers

— for OEM application. R. A. Tripp Sales Co. — contact: Robert A. Tripp (A, D), 135 Corinthian Blvd., Agincourt, Ontario M1W 1B7.

36122—COLOMBIA—Power and distribution transformers, 220KV/110KV-66 KV/33KV-13.2KV-5,000KV-A to 200,000 KV-A; package and standard substations, 1.000KV-A to 200,000KV-A, two circuits or more. J. A. Rodriguez y Asociados Ltd. (A, electrical engineering), Cable 39 No. 43-128, Apartado Aero 1699, Barranquilla. WTDR 12/72. Subject firm is willing to act as an agent for U.S. firms interested in participating in Colombian bids in electro-mechanical field, more specifically in electric utility sector.

36123—COLOMBIA — Power regulators, boosters—all KV-A ratings. J. A. Rodriguez y Asociados Ltda. (A, electrical engineering), Calle 39 No. 43-128 Apartado Aereo 1699, Barranquilla. WTDR 12/72. Subject firm is willing to act as an agent for U S. firms interested in participating in Colombian bids in the electro-mechanical field, more specifically in the electric utility sector.

36130 — CANADA — Components for electric transmission and distribution equipment — switchgear and switchboard apparatus — for OEM application. R. A. Tripp Sales Co. — contact: Robert A. Tripp (A, D), 135 Corinthian Blvd., Agincourt, Ontario M1W 1B7.

36131 — COLOMBIA — Switchgear, line switches. J. A. Rodriguez y Asociados Ltda. (A, electrical engineering), Calle 39 No. 43-128. Apartado Aereo 1699, Barranquilla. WTDR 12/72. Subject firm is willing to act as an agent for U.S. firms interested in participating in Colombian bids in the electro-mechanical field, more specifically in the electric utility sector.

36131—GERMANY—Switchgear including power switchgear assemblies and power circuit breaker. Starkstrom-Schaltergeraete Spindler & Deissler, Contact: Herr Deissler (I, D, M, A), 527 Gummersbach, Postfach 1969-1980. WTDR in prep.

36132 — COLOMBIA — Power circuit breakers, circuit reclosers, line equipment—13.2KV/33KV/66KV. J. A. Rodriguez y Asociados Ltda. (A, electrical engineering), Calle 39 No. 43-128, Apartado Aereo 1699, Barranquilla. WTDR 12/72. Subject firm is willing to act as an agent for U.S. firms interested in participating in Colombian bids in the electromechanical field, more specifically in electric utility sector.

36132 — SWEDEN — Power circuit breakers for motor vehicles. Ingest AB (I, A), Box 126, S-561 04 Karlstad.

36133 — GERMANY — Low voltage switching devices. Diener-Brand Industrie Produkte (A, D, M), 3, Kronthalerstr., 6241 Mommolshain. WTDR 5/71.

36136 — GERMANY — Duct, including plug-in units, accessories, low voltage. Diener-Brand Industrie Produkte (A, D, M), 3 Kronthalerstr, 6241 Mommolshain.

Electrical industrial apparatus

36220 — AUSTRALIA — Control instrumentation. Control Instrumentation (A), P.O. Box 210, Lindfield, N.S.W. 2070.

36220 — GERMANY — Producer of electromechanical and electronic control equipment (push buttons, limit switches, trip dog panels, digital components for automation, light barriers, incremental resolvers etc; equipment for electric measurement of mechanical data, strain gauge technique) with well-established distribution network in Germany and EEC, seeks U.S. producer of similar or compatible goods with own sales network in U.S. for reciprocal agency agreement. Elan-Schaltelemente Kurt Maecker GmbH, Attn: Mr. Peter Boese (M), 4040 Neuss, 50 Holzheimer Weg, Postfach 604.

Household appliances

36332 — CANADA — Parts, accessories, attachments for household laundry equipment, sold separately — for OEM application. R. A. Tripp Sales Co. — contact: Robert A. Tripp (A, D), 135 Corinthian Blvd., Agincourt, Ontario M1W 1B7.

36344 — CANADA — Parts, attachments for small electric housewares and fans — for OEM application. R. A. Tripp Sales Co. — contact: Robert A. Tripp (A, D), 135 Corinthian Blvd., Agincourt, Ontario M1W 1B7.

Electrical lighting, wiring equipment

36430 — ISRAEL — Connectors for electronic applications to include: connectors for audio & RF, solderless; Caps/plugs; dial-light sockets; lamp sockets; snap switches; other current-carrying wiring devices. Bet Kedem Ltd., Electronics (K.D M.) (I, M, A), 21 Tchernihovsky St., P.O. Box 4770, Tel Aviv. WTDR 3/71. All items offered should meet mil specifications.

36430 — ISRAEL — Connectors for electronic applications. Eng. A. Bidnei Ltd. (I, A, D), 84 Allenby Rd., Tel Aviv.

36442 — UNITED KINGDOM — Water, oil, and gas-tight fittings for half inch, three quarter inch, and one inch flexible electrical conduit, having a pull-out resistance of not less than 150 lbs. Special feature required is British Imperial thread mating body of the fitting to the junction box or control panel. To be competitive in the U.K., f.o.b. price per 100 units should be close to $35. British Central Electrical Co. Ltd. (A, I, D), Briticent House, New St., Ringwood, Hampshire. Address inquiries to Mr. Ian Morrison, Mgr. — Special Products Div.

36443 — UNITED KINGDOM — Plastic cable ties, up to five ins. in length, with good mechanical strength and weathering resistance. British Central Electrical Co. Ltd. (A, I, D), Briticent House, New Street, Ringwood, Hampshire. Address inquiries to Mr. Ian Morrison, Mgr. — Special Products Div.

Radio, television receiving sets

36510 — CANADA — Parts, components for radio and TV receiving sets — for OEM application. R. A. Tripp Sales Co. — contact: Robert A. Tripp (A, D), 135 Corinthian Blvd., Agincourt, Ontario M1W 1B7.

36510—ISRAEL—Loudspeakers, electrodynamic and magnetic; microphones, for public address systems and TV. Bet Kedem Ltd., Electronics (K.D.M.) (I, M, A), 21 Tchernihovsky St., P.O. Box 4770, Tel Aviv. WTDR 3/71.

36511 — FRANCE — Automobile cassette recorders, radio receivers. Etablissements Gambier (A, D), 6, Ave. Maria, 95100 Argenteuil, Attn: Mr. Pierre Mouillefarine.

36514 — CANADA — Household tape recorders, with cassettes or reels, and electronic audio amplifiers and stereo equipment, for resale in own retail outlets and for distribution throughout Canada. Mr. Stephen Steinberg, NTI National Inc. (I, D, R), 700 St. James St., Montreal, 101, Quebec. WTDR 10/71.

36514 — FRANCE — Finished or in-kit high fidelity equipment: record players, cassette or 8-track tape recorders, Hi-Fi tuners, amplifiers. Servimpex (I, D), 23, Bd. Princesse-Charlotte, Monte-Carlo, Principalite de Monaco.

36515 — CANADA — Programmed learning equipment and audio-visual teaching aids for resale in own retail outlets and for distribution throughout Canada. Mr. Stephen Steinberg, NTI National Inc. (I, D, R), 700 St. James St., Montreal 101, Quebec. WTDR 10/71.

Communications equipment

36610 — ISRAEL — Telephone and telegraph apparatus to include telephone switches and switchboard equipment; telephone switching and electronic telephone switching equipment. Eng. A. Bidnei Ltd. (I, A, D), 84 Allenby Rd., Tel Aviv.

36612 — CANADA — Electronic secretary and automated phone answering systems, data terminal sets used with telephones and teletypewriters, for resale in own retail outlets and for distribution throughout Canada. Mr. Stephen Steinberg, NTI National Inc. (I, D, R), 700 St. James St., Montreal 101, Quebec. WTDR 10/71.

36623 — SWEDEN — Radio controls for opening and closing doors from within vehicles. Relco Import & Export AB (I, A), Langattan 40, S-828 01 Edsbyn.

36623 — SWITZERLAND — Anti shoplifting devices including alarm activating tags. labels for textiles and associated alarm equipment; automobile security devices, other commercial, industrial security devices, new products. Photo-Scan AG (I, A, D), Engimattstr. 22, CH-8002 Zurich. Requests replies as soon as possible as director of firm plans to visit New York and discuss interesting proposals second half of March 1973.

36624—ARGENTINA—Sonar and radar equipment for deep sea fishing. Estudio Especializado de Representaciones David Verchik (A), Corrientes 2621 Piso 7 of 72, Buenos Aires.

36626—SPAIN—Teaching aids. Acropolis-Difusora de la Cultura (A, D), General Mola 204, Madrid 2.

Electronic components, accessories

36710 — ISRAEL — Electronic tubes, receiving type. Eng. A. Bidnei Ltd. (I, A, D), 84 Allenby Rd., Tel Aviv.

36740—ISRAEL—Semi conductors; integrated microcircuits; transistors; diodes, other electronic devices. Eng. A. Bidnei Ltd. (I, A, D), 84 Allenby Rd., Tel Aviv.

36740—ISRAEL—Semi conductors, SCR/FET/UGT; integrated circuits, logic and linear; diodes, solid state/led; modules, solid state/computer logic: transistors, etc. Bet Kedem Ltd., Electronics (K.D. M.) (I, M, A), 21 Tchernihovsky St., P.O. Box 4770, Tel Aviv. WTDR 3/71. Preferred that all items offered meet mil specifications, where applicable.

36741 — SWITZERLAND — Integrated circuits, associated products. Exclusive sales rights. Electronic Design S.A. (I, D), Oetlisbergstr. 10, CH-8053 Zurich.

36742 — SWITZERLAND — Transistors, associated products. Exclusive sales right. Electronic Design S.A. (I, D), Oetlisbergstr. 10, CH-8053 Zurich.

36743 — SWITZERLAND — Semiconductors, diodes, associated products. Exclusive sales rights. Electronic Design S.A. (I, D), Oetlisbergstr. 10, CH-8053 Zurich.

36790—ISRAEL—Electronic components to include: capacitors (electrolytic/disc/mylor/polyester); resistors (carbon/wirewound/metalfilm and metal glaze); relays; other. Bet Kedem Ltd., Electronics (K.D.M.) (I, M. A), 21 Tchernihovsky St., P.O. Box 4770, Tel Aviv. WTDR 3/71. All items are to meet mil specifications.

36790—ISRAEL—Electronic components to include capacitors, resistors, chokes, other electronic components, accessories. Eng. A. Bidnei Ltd. (I, A, D), 84 Allenby Rd., Tel Aviv.

36792 — FRANCE — Tantalum and mylar capacitors. Euromega S.A. (A, D), 104, Rue du F.G. Poissonniere, 75010 Paris. Attn: Mr. Illan Barell.

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38112 — GERMANY — Analyzing instruments for medical and research laboratories. Ima GmbH. & Co., contact: Mr. Scholz (I, A, D), 81 Marburger Str., 6300 Giessen.

38113 — TAIWAN — Drawing instruments. Hsin Lien-Hsing Trading Co., Ltd. (A, I, D), 165 Chi Hsien 3rd Rd., Kaohsiung Taiwan 800.

Instruments for measurement, control and analysis

38212 — NIGERIA — Parking meters. Mr. F. D. Paulus, Dir., Morpol Industrial Corp. (I, A, D), 4 Warehouse Rd., Apapa, Lagos. WTDR 11/72. Seeks good quality line of modern U.S. parking meters.

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38214 — GERMANY — Tire gauges. R. E. Schaefer (I, A, D), 29 Herzbergstr., 6380 Bad Homburg.

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38410—FRANCE—Surgical, medical instruments: cardio-vascular devices especially cardiac valves. Eschmann-France (I, A, R), 31 Rue Manin, 75019 Paris.

38410 — FRANCE — Cardio-vascular catheters and accessories. Gamida (I, R), 39-41, Blvd. du Montparnasse, 75006 Paris. WTDR 5/71.

38410 — SWITZERLAND — Electronic medical equipment for diagnostic and research, monitors, intensive care systems. Meditech AG, Attn: Mr. Richard H. Mueller, Mng. Dir. (I, A, D), Flurstrasse 93, 8047 Zurich.

38410—TURKEY—Surgical and dental instruments and apparatus. Saglik Tesisleri ve Egitim Muesseseleri Anonim Sirketi (A), Ikinci Beyler, 848 Sokak, Azizhan No. 90, Izmir.

38410 — UNITED KINGDOM — Veterinarians' instruments, apparatus. Consolidated Agricultural Suppliers Holdings Ltd., Mr. E. A. Warren. Dir. (M, I, R, D), exporter), 21/23 Highweek St., Newton Abbot, Devonshire.

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38610 — GERMANY — Microfilm equipment; entire line. Karl-Heinz Clemens Buero-und Betriebsorganisation (A), 3014 Hannover-Misburg, Hannoversche Strasse 65.

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39420 — GERMANY — Stuffed dolls, animals "Sesame Street" line, or equal; also marionettes acceptable. D./Ahr GmbH & Co. (contact: Mr. Bonerz) (I, D, A), 507 Berg. Gladbach, Romaneyer Str. 31. Telex. 887515.

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39493—BELGIUM—Balls, for sports, all types; tennis balls, rackets, Diasport Sprl (M, I), 42 Rue Jean Dambre, 1600 Sint-Pieters-Leeuw.

39493—CANADA—Swimming pools. S. C. Automobiles Ltd., contact: Georges Seguin (D. R), 93 Greber Blvd., Pointe-Gatineau, Quebec.

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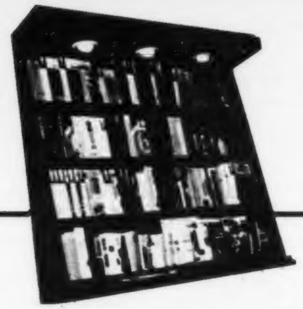

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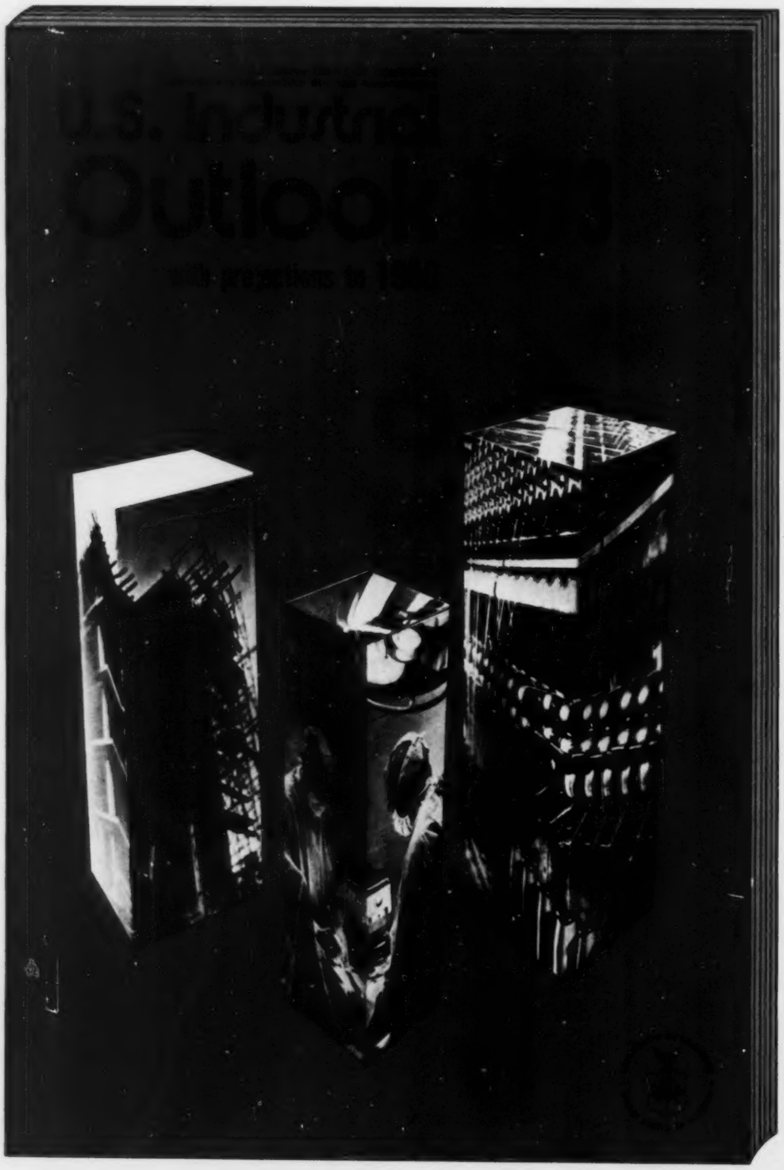

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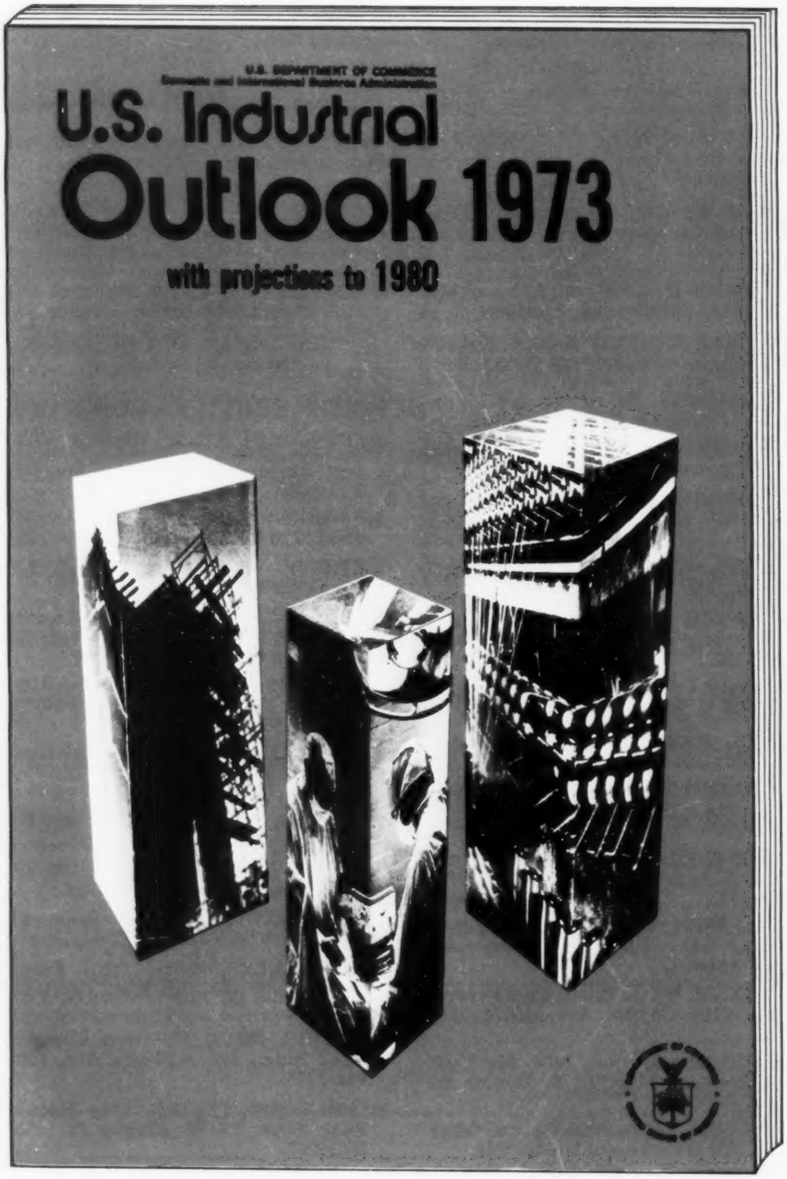

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